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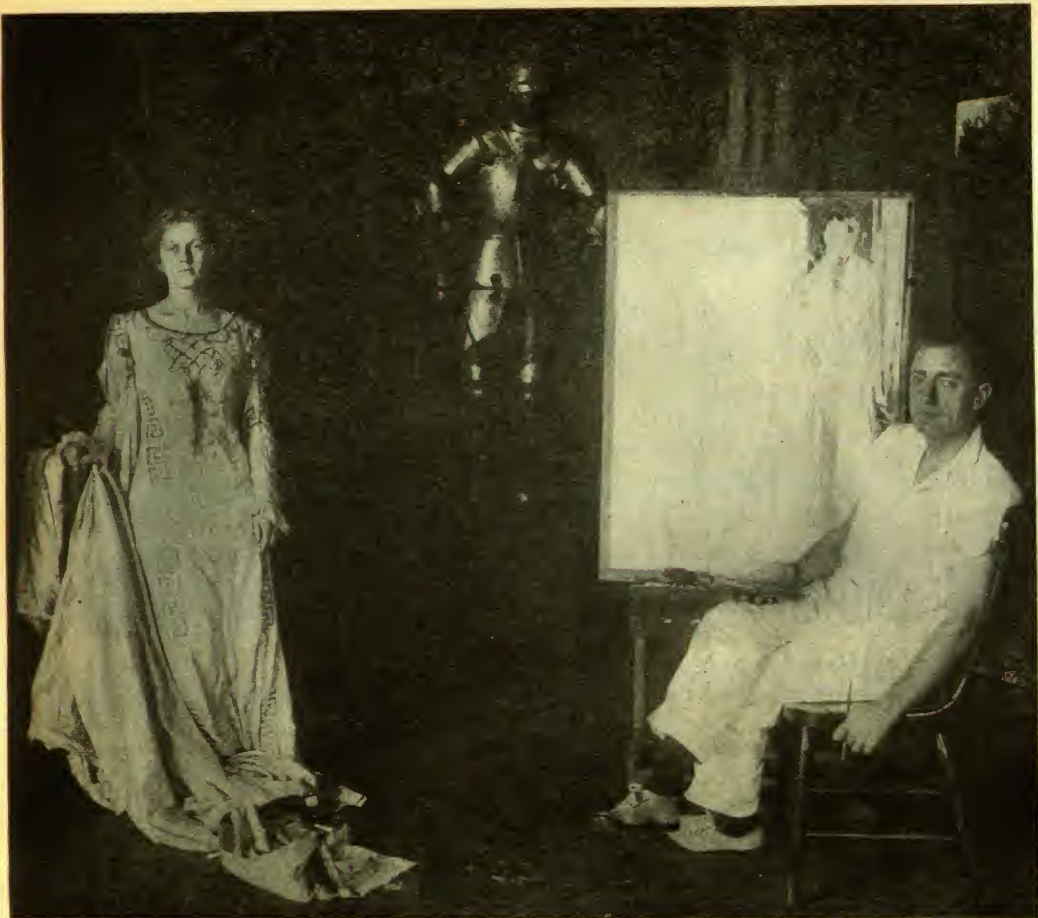
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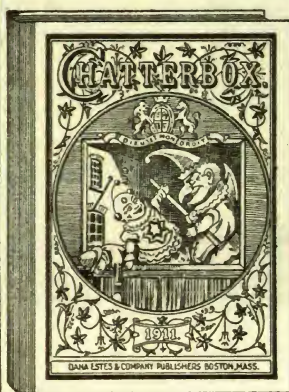
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Advertising copy should reach us Tuesday noon--earlier, if proof is desired out-of-town. Forms close Thursday noon.

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NOTES IN SEASON.

RIDER HAGGARD has written a new novel in which Allan Quatermain, our old acquaintance, again appears. In this is told Quatermain's first love story. The tale is called "Marie." "The Mahatma and the Hare" is the title of another new story from Mr. Haggard's pen—one which he calls a "dream story." It has just come from the press of Henry Holt & Company.

THE REILLY & BRITTON COMPANY have an attractive list of books for children. Among

the number are "The Sea Fairies," by L. Frank Baum; "The Magic Aeroplane," by Mrs. L. H. S. Henderson; "What Happened at Olenberg," by Clifford Howard; "The Airship Boys' Ocean Flyer," by H. L. Saylor; "Battling the Big Horn," by Ashton Lamar; "Eight Little Japs," by Ernest B. Pinkney; "Babes in Birdland," by Laura Bancroft; "The Daring Twins," by L. Frank Baum; "The Flying Girl," by Edith Van Dyne; and "Aunt Jane's Nieces and Uncle John," by the same author. All the books are well illustrated and bound, making an unusually fine holiday list.

J. B. LIPPINCOTT COMPANY call attention to their unusually good books of travel just published. "Eighteen Capitals of China," by William Edgar Geil; "A Woman's World Tour in a Motor," by Harriet White Fisher, a striking account of a remarkable tour of 23,000 miles in a motor car, made by the author, the first of its kind undertaken and completed by a woman; "In Chateau Land," by Anne Hollingsworth Wharton, takes a merry party of friends on a pleasure trip through Touraine; "Behind Turkish Latitudes," by Hester D. Jenkins; and "Shadows of Old Paris," by G. Duval, an historical picture of the older Paris, whose stately mansions and beautiful gardens are fast fading away.

LAST week Moffat, Yard & Co. published the following books: "The Gift of Sleep," by Bolton Hall, with an appreciative introduction by Edward M. Weyer, Professor of Philosophy in Washington and Jefferson College; a beautiful holiday edition of S. G. Tallentyre's delightful book, "Basset: a Village Chronicle," "Noted Speeches of Abraham Lincoln," an excellent compilation by Lillian M. Briggs, assistant in the New York Public Library; and "The Cat's Tea Party," by Laure Claire Foucher, also an assistant in the New York Public Library, is a delightful book, the object of which is to interest little children in poetry by making each poem an absorbing story; the book is illustrated in color by M. E. Grainger.

DODD, MEAD & COMPANY have ready-to-day the Harrison Fisher book for 1911, "American Belles," a handsome gift-book with many full-page illustrations, beautifully reproduced in four colors, from the latest drawings of the artist. "Baby Mine," by Margaret Mayo, a novelized version of the successful play: "A Maid of Old New York," by Amelia E. Barr, a delightful romance of old-time New York; "Egypt, as Seen and Described by Great Writers," compiled by Esther Singleton; "The Wit and Wisdom of G. K. Chesterton," selected and arranged by his wife; "The Book of Khalid," by Ameen Rihani, an Arab's impressions of the United States; "The Defense of Nonsense and Other Essays," by G. K. Chesterton; "The Decay of Lying," by Oscar Wilde, published in *The Franklin Series*; and David Belasco's "The Girl of the Golden West," the novel founded on the famous play in which Blanche Bates acted, and the equally famous opera in which Caruso and Emmy Destinn sang.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (2mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Aldin, Cecil C: Windsor.

Field babies. N. Y., [Doran, '11.] (O28) no paging, il. (partly in col.) Q. bds., \$1.25. The tale of what naughty puppy Pippin did when sent out of the house.

The red puppy book. N. Y., [Doran, '11.] (O28) no paging, il. (partly in col.) sq. O. (Black and white ser.) bds., 75 c. Tells what a mischievous puppy did and how he was punished.

Rough and Tumble. N. Y., Doran, '11. (O28) no paging, il. (partly in col.) sq. Q. \$2 n.

Rough and Tumble are two puppies of not very ancient lineage who show their lack of bringing up in a surprising number of mischievous escapades.

Animal story series. N. Y. Doran, '11. (O28) il. in col. F. bds., ea., 40 c. Contents: A cat from Persia; A cow from the country; A lion from Africa.

Arabian (The) nights; selected and retold for children by Gladys Davidson; with many il. in colour and in black-and-white by Helen Stratton. Bost., Caldwell. ['11.] (O28) 352 p. O. \$1.50 n.

Askins, C:

Wing and trap shooting; il. with diagrams. N. Y., Outing Pub., '11. (O28) c. 10-'11. 168 p. D. (Outing handbooks.) 70 c.

Contents: Wing-shooting problems; "Aiming" the gun; Snap-shooting, deliberate swing and rapid swing; Primary lessons; Some shooting psychology; Speed of flight and where to hold; Hints on shooting different game birds; Clay bird shooting; Field etiquette.

Baldwin, May.

Teddy and Lily's adventures; with 6 coloured il. by W. H. C. Groome. Phil., Lippincott, ['11.] (O28) 317 p. D. \$1.50. The adventures of two English children who go to stay with friends in the grape country of Italy.

Barrie, Ja. Matthew.

Peter and Wendy; il. by F. D. Bedford. N. Y., Scribner, ['11.] (O28) c. 7+267 p. O. \$1.50 n.

This is the story of Peter Pan elaborated, that is it is founded on the play, all the incidents of the drama being used here, and some more added. There is also a chapter devoted to Wendy, grown-up. It has the whimsical charm of the play. The illustrations have caught the spirit of the story.

Bate, J: Pawley.

An elementary account of the Declaration of London, 1909, and some kindred matters. N. Y., Longmans, '11. (O28) 79 p. Q. pap., 40 c. n.

This pamphlet is meant for the reader who has not studied any text-book on international law, and who, seeing in his newspaper lately a good deal about the Declaration of London, would like to have an elementary explanation of its contents and of the controversy arising out of them. The writer has tried to avoid taking sides in this controversy. Author is reader of international law in the Inns of Court, London.

Bates, Katharine Lee.

America the beautiful. N. Y., Crowell, ['11.] (O28) c. 12+305 p. D. \$1.25 n.

By the author of "From Gretna Green to Land's End." In this volume is published the first complete collection of the poetical work of an author known through her books of travel and literary criticism. Many of the poems have already been seen in print in leading magazines, especially the title-poem.

Beau ideal ser. of birthday books. 3 v.

Bost., Caldwell, '11. (O28) S. ea., 75 c. n., boxed; lambskin, \$1.25 n., boxed; velvet cf., \$2 n., boxed.

Contents: Emerson birthday book; Shakespeare birthday book; Tennyson birthday book.

Begbie, Harold.

The cage. N. Y., Doran, '11. (O28) c. 312 p. D. \$1.20 n.

The key-note is: Is divorce ever justifiable? One of the characters holds: "I do not believe that any difference can be irreconcilable between a man and a woman who have been married. It is inconceivable that any feud should be everlasting and hopeless between two people who have once been man and wife." A woman of the world, a fine physician, a scholarly Anglo-Catholic priest, a worker for women, a reformed husband and his long-suffering wife all follow duty finally. "The cage," is marriage. Scene shifts from Edinburgh to a cottage by the sea.

Bellflower ser. 6 v. N. Y., Doran, '11.

(O28) front. Ff. bds., ea., 15 c., in envelope. Contents: Mother-o'-pearl; Bellflowers blue; Little Blue Pinny; Little Finger; Rainbow gold; Princess Pusskin.

Bennett, Enoch Arnold.

Whom God hath joined. N. Y., Doran, ['11.] (O28) 396 p. D. \$1.20 n.

This story deals with the working of the English divorce laws, showing that their injustice to woman, long acknowledged, is not the only count against them—they are frequently equally unjust to man. The book is not for young people.

Benton, Josiah H:

Warning out in New England, 1656-187. Bost., W. B. Clarke Co., '11. (O28) c. 131 p. Q. bds., \$3.

It was the law of English towns and was transplanted to New England, that a person had to have the consent of the town before he could take up his abode in it. If the consent was withheld for any reason a warrant was issued ordering the removal within a certain time of the person and all his family and belongings. This is the warning out treated of in this book.

Bible picture books. 2 v. Bost., Caldwell,

'11. (O28) il. in col. Q. ea., bds., \$1. Contents: Haskell, Mrs. L., Stories from the Bible, Stories from the life of Christ.

Blake, Stacey, and others.

This year's book for boys. N. Y., Doran, '11. (O28) 208 p. il. Q. \$1.50 n.

Stories about all manner of things of thrilling interest to boys, illustrated in fullpage colors mounted on gray mats.

Bonnet, Thdr.

The regenerators; a study of the graft prosecution of San Francisco. San Fran-

cisco, Pacific Pr., [88 First St.,] '11. (O28) c. 10+251 p. D. \$1.50 n.

A series of essays on the prosecution of the grafters of San Francisco, which profess to tell the other side of the story and prove that those that conducted and inspired the prosecution were also self-seekers and using the reform wave for their own ends.

Brazil, Angela.

The nicest girl in the school; a story of school life; il. by Arth. A. Dixon. Bost., Caldwell, ['11.] (O28) 256 p. D. (Caldwell's girls' lib.) \$1.25.

Patty Hirst leaves her home town and goes to boarding school, the Priory, where her cousin, Muriel Pearson, has been going for a year. Her cousin is not glad to have her there, and leaves her alone and neglected to make her own friends as she can. In every way when Patty and she come in contact Patty gets into trouble when Muriel is the one to blame. In the end Patty wins Muriel's gratitude by her pluck in a dangerous situation, and Muriel sets right a misunderstanding at the school.

Brighteyes ser. 3 v. [N. Y., Doran, '11.]

(O28) front. Tt. bds., ea. 25 c., in envelope. Contents: The story of Ferdinand Flop; The story of Gertie Goose; Tale of Teddy Brighteyes.

Brown, Julia.

The enchanted peacock, and other stories; with pictures by Lucy Fitch Perkins. N. Y. and Chic., Rand, McNally, ['11.] (O28) c. 136 p. O. \$1.25.

Three prettily illustrated fairy tales: The enchanted peacock; The pink topaz; The little brown bird.

Bryant, Delmar DeForest.

The light of life; or, the mastery of death. Bost., Sun Center Pub., '11. (O28) c. 5-8+165 p. O. \$2.50.

By the author of "Dawn of death," "Divine symbols," "Art of alchemy," etc. One paragraph of the preface largely explains the trend of the book: "the burden of every prayer . . . is essentially the same; Lord grant us peace—freedom to think and liberty to act—understanding of life and emancipation from death."

Buffum, D.

The horse, his breeding, care and use. N. Y., Outing Pub., '11. (O28) c. 160 p. D. (Outing handbooks.) 70 c.

Contents: What constitutes a good horse; Our debt to the Arab; Choice of a breed and principles in breeding; Cure of vices; Shying; Stabling and feeding; When the horse is sick; Shoeing; Carriage horses; Draft horses, etc.

Bunnikin Brown ser. v. 4-5. [N. Y., Doran, '11.] (O28) il. (partly in col.) D. bds., ea. 50 c. n.

Contents: A little deer; Squire Fox.

Byron, May.

The children's Tennyson; stories in prose and verse from Alfred Lord Tennyson; il. (partly in col.) by N. M. Price. [N. Y., Doran, '11.] (O28) no paging, O. bds., 75 c. n.

These are arranged for children from ten to fourteen years of age.

The Teddy bearplane; il. (partly in col.) by J. R. Sinclair. N. Y., [Doran, '11.] (O28) no paging, O. bds., 50 c. n.

—, comp. The garden of love; flowers gathered from the poets. N. Y., Doran, ['11.] (O28) 18+359 p. S. \$1.25 n.

Love poems from many sources, arranged in a certain sequence, so that as far as possible they may assimilate themselves to the order of nature in a garden throughout the year.

Caldwell's new birthday books. 11 v. Bost., Caldwell, '11. (O28) Tt. ea., 50 c.; leath., \$1; German cf., \$2.

Contents: Birthday greetings; The little folks' birthday book; Shakespeare birthday book; Burns' birthday book; Longfellow birthday book; Scott birthday book; Whittier birthday book; Tennyson birthday book; Emerson birthday book; Mrs. Browning birthday book; Proverb birthday book.

Cameron, Marg., [Mrs. H. C. Lewis.]

The pretender person. N. Y., Harper, '11. (O28) c. 382 p. D. \$1.30 n.

Jean Grayson accompanies Stephanie Farwell, a young and charming widow, to Mexico, where the latter has some law business to settle. Just as she leaves by steamer Jean receives a wireless message telling her of an accident to a man she has been working with in getting up a pageant. The message says he is delirious and constantly asks for letters from her, and she consents to write, at the doctor's request, in order to calm the patient. The book is made up of these letters, which tell a great deal about their trip through Mexico and the complicated love affairs of some of their fellow-travellers. In the end Jean, Stephanie and all the others find their right partners and everything finishes merrily.

Cassell's little golden books. v. 1-3. N. Y., Cassell, ['11.] (O28) il. in col. Ff. ea., 25 c.

Contents: Dream of Gerontius; Golden thoughts from Thomas à Kempis; Rubáiyát of Omar Khayyam.

Cassell's pocket reference lib. v. 1-5. N. Y., Cassell, '11. (O28) Tt. ea., 25 c. n.; leath., 35 c. n.

Contents: Cassell's pocket English dictionary; A dictionary of mythology; A dictionary of poetical quotation (classified); The pocket doctor; Proverbs and maxims.

Children's bookcase; ed. by E. Nesbit. v. 5-12. N. Y., Doran, '11. (O28) il. in col. S. bds., ea., 50 c. n.

Contents: Poems for the young, Tennyson; Poems for the young, Longfellow; Poems for the young, Browning; Grimm's fairy tales; Andersen's fairy tales and stories; Carroll, Alice's adventures in Wonderland; Ewing, Juliana Horatia, Mrs. Overthway's remembrances.

Cody, Hiram Alfr.

The fourth watch. N. Y., Doran, ['11.] (O28) c. 313 p. D. \$1.20 n.

By the author of "The frontiersman." A story of devotion and heroism in northern forests. Fine old "Parson John" who loves a good horse, and a spendthrift, who for love of the parson's daughter, wins his way to a splendid manhood through fights with foes within and without, are the principal figures of the tale.

Coleridge, J: Duke, Lord, and Yarnall, Ellis.

Forty years of friendship as recorded in the correspondence of John Duke, Lord Coleridge, and Ellis Yarnall, during the years 1856 to 1895; ed. by Charlton Yarnall. [N. Y., Macmillan, '11. (O28) 15+340 p. por. O. \$3 n.

Ellis Yarnall was born in Philadelphia in 1817, and died in the same city in 1905. He made acquaintance in his early life with Wordsworth, the Rev. Derwent Coleridge, a son of the great poet, the Arnolds, the Forsters and other distinguished English people. He was also for many years, covering especially the period of the Civil War, American correspondent of the *Guardian*, a leading church paper in England. His correspondence with Lord Coleridge, covering so many years as it does, 1856-'95, is an interesting and valuable contribution to our knowledge of the times.

Conrad, Jos.

Under western eyes; a novel. N. Y., Harper, '11. (O28) c. 10+11. 377 p. D. \$1.25 n.

Supposed to give a record left by a Mr. Razumov

of the disappearance of a man ostensibly killed by a bomb, whose death is traced to an intimate friend. The chief part of the complex incidents are staged in a little place on Lake Geneva, Switzerland, known as Little Russia. Here drift types of revolutionists, secret emissaries, fugitive professors, rough students, consumptive enthusiasts, fanatics, pedants, Jews, etc. A fine woman is the *Dea ex machina* in these Russian events viewed through the eyes of European thinkers.

Cook, F. Alb.

My attainment of the pole; being the record of the expedition that first reached the boreal center, 1907-1909, with the final summary of the polar controversy. N. Y., Polar Pub., [Marbridge Bldg.] '11. (O28) c. 20+604 p. il. pls. pors. facsimils, diagrs., F. pap., \$3.

The third book on the Polar regions by Dr. Cook. His fame, it will be remembered, redounded from Denmark to Italy. The book ends with this paragraph: "Putting aside the academic and idle argument of pin-point accuracy—the North Pole has been honestly reached by Dr. Cook 350 days before any one else claimed to have been there," written by Captain Evelyn Briggs Baldwin, meteorologist. Appendix. Index.

Cook, Wa.

Busy little people all the world over; il. (in col.) by Alice M. Cook. Bost., Caldwell, '11. (O28) 98 p. Q. bds., \$1.25. Stories about children of different nations.

Peggy's travels; il. (partly in col.) by Alice M. Cook. Bost., Caldwell, '11. (O28) 98 p. Q. bds., \$1.25.

Peggy travels to many foreign countries with the aid of a magic talisman, and improves on many of their ancient customs to the delight of native children.

Coryell, J: Russell, ["Nick Carter," pseud.]

Tommy's money; adventures in New York and elsewhere; il. by W. A. Rogers. N. Y., Harper, '11. (O28) c. 218 p. D. (Harper's adventure ser.) 60 c.

Short stories for boys. *Contents*. Tommy's money; That Christmas dinner; "The only Pietro"; The champion bareback rider; "Fulkee"; "Poor Harry"; The presents Bert did not give; Bob and Alec.

Countryside ser. The country life readers, by Arth. O. Cooke. 6 v. N. Y., Doran, '11. (O28) il. col. pls. D. bds., ea. 35 c. n.

Contents: Beside the brook; An English forest; An English park; The farmer's fields; Flowers of the farm; Woodland voices.

Crawford, Mary Caroline.

Goethe and his women friends. Bost., Little, Brown, '11. (O28) c. 13+452 p. pls. pors. O. \$3 n., boxed; hf. mor., \$5.50 n., boxed.

The platonic element entered much more into Goethe's friendships with women than most English biographers are willing to admit, but the author does not dogmatize about this; instead, she tells in a straightforward and readable way all that may be known of Gretchen, who becomes Marguerite in Faust; of the exquisite Frederica; of the Charlotte, whom Thackeray lampooned as an immortal cutter of "bread-and-butter"; of the lovely high-bred Lili; of the enigmatic Baroness Von Stein; of Angelica Kauffmann, the distinguished painter, and others. By the author of "Old Boston ways and days," "Romantic days in Old Boston," etc. Index.

Dainty novelties. 4 v. Bost., Caldwell, '11. (O28) Ff. leath., \$1.50 n., held by metal bust of author, boxed.

Contents: Shakespeare, W.; Sonnets and poems; Scott, Sir Wa. The lady of the lake; Burns, Rob.; Cotter's Saturday night and other poems; Napoleon's book of fate.

Days with the English poets, Tennyson, Browning, Byron. [N. Y., Doran, '11.] (O28) 47+47+44 p. il. in col. O. (Treasury gift books.) \$1.50 n.

This book is illustrated from full-page reproductions of paintings by W. Russell Flint, each mounted on a brown mat. Selections are given and prose descriptions of the poets' works.

Days with the great composers, Beethoven, Mendelssohn, Schubert. [N. Y., Doran, '11.] (O28) 45+43+43 p. col. pls. O. (Treasury gift books.) \$1.50 n.

This book has pictures in color from paintings by A. C. Michael, illustrating some portion of each musician's work, set off by a brown mount.

Dickens, C:

A Christmas carol; with il. (in col.) by A. C. Michael. [N. Y., Doran, '11.] (O28) 116 p. Q. \$2 n., boxed.

Handsomely bound, printed and illustrated edition made up as a holiday book.

Dilly Duckling ser. 11 v. N. Y., Doran, '11. (O28) il. in col. T. bds., ea., 25 c.

Contents: Just for a change; The little wee bear; Wee Willie Winkie; Topsy turvy; Curly locks; Miss Robinson Crusoe; All change here; Peep-o; A bad little bear; Madam Pussy Purr; The tale of Dilly Duckling.

Downes, W: Howe.

The life and works of Winslow Homer. Bost., Houghton Mifflin, '11. (O28) c. 28+306 p. pls. Q. \$6 n.

Authorized biography of Winslow Homer, who has been long recognized both at home and abroad as one of the greatest of American painters. Homer, though a very shy and retiring personality, led a life of considerable interest, and many of his experiences, notably those as the special artist of *Harper's Weekly* in the field during the Civil War, make an absorbing narrative. The book is also full of diverting and characteristic anecdotes of the painter and his sayings, while the critical and chronological account of his work is made readable and instructive. Mr. Downes is the art critic of the *Boston Transcript*. The volume is illustrated with more than 100 reproductions of Homer's paintings and sketches.

Dreiser, Thdr.

Jennie Gerhardt; a novel. N. Y., Harper, '11. (O28) c. 432 p. front. D. \$1.35 n.

Mr. Dreiser, formerly editor of *The Delineator*, is best known as the author of "Sister Carrie," a novel whose crude power created a literary sensation ten years ago. "Jennie Gerhardt" is more appealing and more carefully written. Jennie, a girl born to bitter poverty, by her beauty and sweetness of character attracts the attention of men far above her in station, and is by disposition too yielding to resist their importunity. Lester Kane lives with her for years, and leaves her at the call of social and financial advantage, knowing he will never cease to reproach himself. Jennie's nature craves affection, but all her life she is fated to receive buffets and disappointments. A sad novel that, despite its subject, is morally sound.

Du Bose, W: Porcher.

The reason of life. N. Y., Longmans, '11. (O28) c. 5+274 p. D. \$1.50 n.

By the author of "Gospel in the Gospels," "High priesthood and sacrifice," etc. The present volume has no practical solutions to offer for the problems touched upon in the introductory chapter. This unity necessary in life, and toward which every department is tending, goes before them all, and only prepares and proposes the spirit and temper in which they should be undertaken and may be solved.

Dunn, Byron Archibald.

The scout of Pea Ridge; with 8 il. by H. S. De Lay. Chic., McClurg, '11. (O28) c. 9+344 p. D. (Young Missourians ser.) \$1.25.

Takes up the struggle in Missouri after the death of Lyon and tells of the misunderstanding between

President Lincoln and General Fremont; the charge of Fremont's Body Guard at Springfield; President Lincoln's unfortunate advice to General Hunter to fall back from Springfield; and at last the advance into Arkansas which closed with the glorious victory at Pea Ridge. The story of how General Price found out who was revealing his secrets and how Guilford Craig was unmasked.

Edina bibelots. 10 v. Bost., Caldwell, '11. (O28) T. ea., velvet cf., 75 c. n., boxed; polished Persian cf., \$1 n., boxed.

Contents: Sir Roger de Coverley papers, Addison; Notes of a week's holiday, Thackeray; Rubaiyat, Omar Khayyam; The seven poor travellers, Dickens; Tam O'Shanter and other poems, Burns; Coaches and coaching, Hunt; Sonnets, Shakespeare; In the footsteps of R. L. S., Findlay; Home thoughts, Browning; Ode to immortality, Wordsworth.

Faithful friends ser. 4 v. Bost., Caldwell, '11. (O28) no paging, il. in col. Q. ea., bds., 50 c.

Contents: Faithful friends; Picture book of animals; True stories about animals; Our darling's first book.

Friendly animal ser. 3 v. N. Y., Doran, '11. (O28) il. in col. Q. bds., ea., 25 c.

Contents: The doggie book; Our country friends; Our field friends.

Gale, Zona.

Mothers to men. N. Y., Macmillan, '11.

(O28) c. 327 p. D. \$1.50 n.

Miss Gale once more writes of Friendship Village and its quaint characters. Little Christopher Bartlett is left at the church door by his father, who feels he is not fit to bring the child up. Robin Sidney, a delightful girl, is visiting her aunt and decides to adopt the child. This decision causes the breaking of her engagement with a wealthy man, but leads to her real happiness with Professor Insley, a fine man devoted to social service work. The village improvement society's evolution from the Married Ladies' Cemetery Improvement Sodality is amusingly retold.

Gerry, Margarita Spalding.

Heart and chart. N. Y., Harper, '11.

(O28) c. 303 p. pls. D. \$1.20 n.

Scenes in the life-work of a trained nurse, sometimes described with rather inartistic detail. The nurse has a heart and good judgment and nicely graded feelings regarding the doctors and patients with whom she comes in contact.

Gibson, C. Dana.

Other people. N. Y., Scribner, '11.

(O28) c. no paging, il. obl. Q. bds., \$4 n.

A new book of drawings by Mr. Gibson. There are studio pictures, baseball pictures, society pictures, outdoor and indoor pictures, and a fair sprinkling of the pretty girls always looked for in any work by this artist.

Giesecke, Alb. Anthony.

Questions in municipal civics. Syracuse,

N. Y., Bardeen, '11. (O28) c. 114 p. Q.

(Cornell study bulls. for teachers; ed. by C. De Garmo.) \$1.

Author is president of the University of Cuzco, Peru. The ten chapters deal with Growth and character of the city; Relation of the city to the state; City and political parties; Part of the people in city government; City council; City executive; Functions of city government, protective, developmental, and industrial; City and municipal ownership; Municipal finances, etc.

Gilson, Roy Rolfe.

Ember light; a novel. N. Y., Baker &

T., '11. (O28) c. 299 p. D. \$1.30 n.

By the author of "The wistful years." This is the story of a home with the ideals it nourished and those which were sacrificed for it. Two married couples living in the same small town are the chief actors. Both women have talent, one as an actress, the other as a singer; they differ in that the first refuses to lead a domestic life, while the other never

regrets that she has children even while chafing against the tyranny of narrow means. The actress marries a man who loves domesticity, the singer's husband longs for wider opportunity.

Griffith, Helen Sherman.

Rosemary for remembrance; il. by Mary Pemberton Ginther. Phil., Penn. Pub., '11.

(O28) c. 327 p. D. \$1.20 n.

Rosemary Edmundson's father will not permit her to have anything to do with the Hollisters, who after a long absence have reopened the "Gilette place." He himself was years ago jilted by Mrs. Hollister. David Hollister and Rosemary fall in love, and Mrs. Edmundson by a great sacrifice finally wins her husband's consent to the match.

Hamblen, Emily S.

Friedrich Nietzsche and his new gospel.

Bost., Badger, '11. (O28) c. 195 p. D. \$1 n.

The author has divided her work into the following sections: Personality, Style, Biological principles, Revaluation of the past, Social philosophy, Woman, Zarathustra, Beyond man, Eternal recurrence. This book is a clear, concise summary of the new gospel of Nietzsche.

Hampton classics. 4 v. Bost., Caldwell, '11.

(O28) T. ea., ecrase kid, \$1.35 n., boxed.

Contents: Browning, Eliz. Barrett, Sonnets; An Emerson treasury, ed. by J. Pennells; Shakespeare's sonnets; Dickens, C.; A Christmas carol.

Happy day ser. 6 v. Bost., Caldwell, '11.

(O28) col. il. O. ea., pap., 15 c.

Contents: Happy day book; Toyland; Animal chums; Little people; In nursery land; Country friends.

Harlow, Grace L.

Heart to heart recipes. Bost., Caldwell,

'11. (O28) c. no paging, il. O. \$1.25, boxed;

limp ooze, \$2, boxed.

An appropriate gift-book for a bride-to-be, with blank pages for her friends to write recipes "both true and tried" for the bride to use in learning how to cook.

Harrison, Constance Cary, [Mrs. Burton Harrison.]

Recollections, grave and gay. N. Y.,

Scribner, '11. (O28) c. 386 p. O. \$2.50 n.

These reminiscences have been running serially in *Scribner's Magazine*. The author tells of the South before the war, of the war itself, and of New York society after the war. Mrs. Harrison, formerly Miss Constance Cary, of the Virginia Carys, and wife of Burton Harrison, Jefferson Davis's secretary, who became a leading New York lawyer, has had a most interesting life. Her position, connections and the force of circumstances brought her into close touch with leading war characters. Her relationship with prominent families of the North caused her to form singularly impartial judgments, and her residence in Richmond made her a spectator of great events, often a participant in them.

Hassall (John) ser. 6 v. Bost., Caldwell, '11.

(O28) il. in col. O. ea., bds., \$1.

Contents: Robinson Crusoe retold, by Edith Roberts; Gulliver's travels, retold by Agnes Grozier; Swiss family Robinson, retold by Edith Roberts; Hans Andersen's fairy tales; Pilgrim's progress, retold by Agnes Grozier; More Jumbo stories.

Hay, Ian, [pseud. for Ian Hay Beith.]

A safety match; with front. by F. Graham Cootes. Bost., Houghton Mifflin, '11.

(O28) c. 6+323 p. D. \$1.20 n.

The "safety match" in question is a marriage between the twenty-year-old daughter of an English country clergyman, who has mothered a large family of brothers and sisters, and a man of forty of the best type of the English captain of industry. The marriage of convenience thus made turns at the end, after many interesting and appealing situations, into a true love match. The scenes at the rectory, where the children are absolutely irrepressible, are full of humor. By the author of "The right stuff."

Hicks, W. W.

The jungle-wallah. Bost., Sanctuary Pub., '11. (O28) c. 59 p. S. \$1.
The jungle-wallah is the wanderer among strange cults. The jungle being his heart which has no true religion, and so he goes from one to another looking for a sensation.

Hideaway ser. 6 v. [N. Y., Doran, '11.] (O28) front. Ff. bds., ea., 10 c., in envelope.
Contents: The golden door; Scapperty Hop and Nearly Top; Fuss in the palace; The ugly princess; The little old woman of X; Hideaway house.

Hill, Mrs. Janet MacKenzie.

The book of entrées; including casserole and planked dishes. Bost., Little, Brown, '11. (O28) c. 12+355 p. pls. D. \$1.50 n.
By the author of "Cooking for two," "The up-to-date waitress," "Salads and sandwiches," etc. The book gives a varied list of entrées, of fruit; of vegetables; cold and frozen; croquettes, cutlets, soufflés, fillets; all described in detail, and there is also information as to their proper service. There are over eight hundred recipes.

Hough, Emerson.

The young Alaskans on the trail. N. Y., Harper, '11. (O28) c. 321 p. D. \$1.25.
This is the second book in the series. Rob McIntyre, Jesse Wilcox and Jim Hardy, a year older now, are sent by their Uncle Dick on their summer vacation to cross the Rocky Mountain divide by the old route taken by the first transcontinental explorers.

Hough, Lynn Harold.

The lure of books. [N. Y., Eaton & M., '11.] (O28) c. 24 p. nar. D. pap., 25 c. n.
This is an essay on the "book as a philosopher's stone. Life has been without charm and without color. There is the touch of a book, and suddenly it becomes of priceless value."

Howe, Maud, [Mrs. J. Elliott.]

The eleventh hour in the life of Julia Ward Howe. Bost., Little, Brown, '11. (O28) c. 74 p. por. D. bds., 75 c. n.
The author of "Roma beata" has given in this little book faithful and intimate recollections of her mother's closing years. She shows that the work of the last five years of Julia Ward Howe's life was as rich and fruitful as that of any portion of her career.

Hoyt, Mary Eloise and Florence Stevens.

First lessons in grammar and rhetoric. Balt., J. H. Saumenig & Co., [11.] (O28) c. 9+230 p. D. \$1.25 n.
Authors are teachers in the Bryn Mawr School, Baltimore, Md.

Huntington, Ida M.

The Garden of Heart's Delight; a fairy tale; with pictures (in col.) by Maginel Wright Enright. N. Y. and Chic., Rand, McNally, [11.] (O28) c. 167 p. O. \$1.25.
The things in Delight's garden, flowers and birds and insects, have a most natural way of doing unnatural things, and hold chatty conversations with Delight in a most matter-of-fact style.

Husband, Jos., and Harby, W.

Structural engineering; with 337 diagrams. N. Y., Longmans, '11. (O28) 11+396 p. O. \$2.60 n.
First author is head and the other assistant in the Civil Engineering Department of the University of Sheffield, England. The information contained in this book is for draughtsmen and students, and will be found to cover the Ordinary and Honors Grade examinations in structural engineering held by the city and guilds of London Institute. Index.

Hutchinson, Woods, M.D.

Exercise and health. N. Y., Outing Pub., '11. (O28) c. 156 p. D. (Outing hand-books.) 75 c., fixed.
A sane and popular book on exercise in its relation

to health. Contents: Errors in exercise; Athletics and the heart; Muscle maketh man; Occupation and exercise; The real danger of athletics; Exercise that rests.

Hymnal (The); published in 1895 and revised in 1911 by authority of the General Assembly of the Presbyterian Church in the United States of America. Phil., Presb. Bd. of Publication and Sabbath-sch. Work, '11. (O28) c. 23+647+47 p. O. \$1; hf. leath., \$1.25.

Iamblichos.

Theurgia; or, the Egyptian mysteries; reply of Abammon, the teacher, to the letter of Porphyry to Anebo; together with solutions of the questions therein contained; tr. from the Greek by Alex. Wilder. N. Y., Metaphysical Pub., 500 Fifth Ave., [11.] (O28) c. 283 p. O. \$2.50.
Iamblichos belonged to the cult of Serapis, the state religion of Egypt. Anebo was an Egyptian priest, while Porphyry was a distinguished scholar and the foremost writer in the later Platonic school. Porphyry states that he begins the correspondence with a view to learning what is believed in respect to the gods and good demons, and likewise the various philosophic speculations in regard to them.

Jacobs, W. Wymark.

Ship's company; with 34 il. by Will Owen. N. Y., Scribner, '11. (O28) c. '09-'11. 10+261 p. D. \$1.25 n.
More of Mr. Jacobs's humorous short stories of "salt coast characters." Contents: Fine feathers; Friends in need; Good intentions; Fairy gold; Watch-dogs; The bequest; The guardian angel; Dual control; Skilled assistance; For better or worse; The old man of the sea; "Manners maketh man."

James, W.

Memories and studies. N. Y., Longmans, '11. (O28) c. 411 p. O. \$1.75 n.
Contents: Louis Agassiz; Address of the Emerson centenary in Concord; Robert Gould Shaw; Francis Boott; Thomas Davidson; Herbert Spencer's autobiography; Frederick Myers' services to psychology; Final impressions of a psychical researcher; Some mental effects of the earthquake; Energies of men; Moral equivalent of war; Remarks at the peace banquet; Social value of the college-bred; University and the individual; Pluralistic mystic.

Janis, Elsie.

A star for a night; a story of stage life; with pictures from the play taken especially for the book. N. Y., W. Rickey & Co., '11. (O28) c. 205 p. D. \$1 n.
The novelized version of the play in which Miss Janis starred. A girl comes from Indiana to try her fate as an actress, a rich New Yorker backing her, or playing "angel." Martha makes an absolute failure, finds the "angel" far from angelic, and just as she is packing up to go home discovers that her true happiness is to be a "star" part in a good man's home.

Kerfoot, J. B.

Broadway; drawings by Lester G. Hornby. Bost., Houghton Mifflin, '11. (O28) c. 7+188 p. O. \$2 n.
Mr. Kerfoot begins with the Battery and treats of the whole length of Broadway as far as Spuyten Duyvil. He does not describe each building and landmark in particular, but by brief references to history, description and suggestion he endeavors to reproduce the spirit of the famous highway which is so vital to much of the city's life. The pictures are especially good.

Kingsley, Mrs. Florence Morse.

Francesca. Bost., Badger, [11.] (O28) c. 216 p. front. D. \$1.25 n.
Francesca is an Italian girl who with her family comes to America. At first all goes well, but when the girl refuses to marry Cecco Latanzio he uses all

the influence he has to bring misfortune upon them. Andrea, Francesca's lover, comes to America in time to help in the defeat of Cecco, and all ends happily. By the author of "The transfiguration of Miss Philura."

Knipe, Emilie Benson and Alden Arth.

The missing pearls; little Miss Fales goes west. N. Y., Harper, '11. (O28) c. 286 p. pls. D. \$1.25.

Continues the adventures of the heroine of "Little Miss Fales." In this John Fales goes West to visit a schoolmate, and on the way makes a new friend whom she helps through a serious adventure. The pearls belong to a relative of this friend's, and when they are lost the girl is suspected of stealing them, but everything is cleared up in the end and there are many good times.

Letters to a niece; being letters from Eleanor, wife of General Sir Francis Loder, K.C.M.G., to her niece, Kathleen, daughter of the late Rev. Robert Drummond, M.A. N. Y., Cassell, '11. (O28) 251 p. D. \$1.25 n.

These anonymous letters have all the appearance of being genuine. They are written by the wife of a retired army officer to her niece, who is in early womanhood. The personalities of both are not unlike, although one is matured by trouble and experience, and the other is wholly untried.

Little red hen ser. v. 6. N. Y., [Doran, '11.] (O28) no paging, il. (partly in col.) O. ea., bds., 25 c.

Contents: The little small red hen, by May Byron.

Little scout books. 3 v. Bost., Caldwell, '11. (O28) il. in col. obl. Ff. ea., bds., 25 c.

Lodge, G: Cabot.

Poems and dramas. 2 v. Bost., Houghton Mifflin, '11. (O28) c. '98-'11. 15+338; 455 p. D. ea., \$1.25 n.

Collected edition of Mr. Lodge's works, previously issued under the titles "The soul's inheritance," "Herakles," "The great adventure," and "Cain."

London, Jack.

South Sea tales. N. Y., Macmillan, '11. (O28) c. '09-'11. 5+327 p. col. front. D. \$1.25 n.

Contents: The house of Mapuhi; The whale tooth; Maui; "Yah! Yah! Yah!"; The heathen; The terrible Solomons; The inevitable white man; The seed of McCoy.

McCauley, Lena May.

The joy of gardens. N. Y. and Chic., Rand, McNally, '11. (O28) c. 10+239 p. plans, pls. (partly col.) O. \$1.75 n.

The author has a great love for gardens and out-of-doors, and in her book expresses this love as well as gives helpful suggestions and hints for the garden maker. The illustrations include views of the gardens surrounding Longfellow's home, Modjeska's, Frances Hodgson Burnett's, besides famous scenic Italian gardens, curious Japanese landscape effects, etc. Practical suggestions for formal gardens are to be had from the eight diagrams at the end of the book.

Macgregor, Angusine.

The story of Snips. Bost., Caldwell, '11. (O28) no paging, il. (in col.) obl. S. bds., \$1.

Snips was a very naughty mouse, always in disgrace.

Merriam, G: Spring.

The man of to-day. Bost., Houghton Mifflin, '11. (O28) c. 348 p. D. \$1.25 n.

Papers, popular and colloquial in tone, aiming in the combined presentation at a sort of suggestion or sketch-portrait of humanity as seen to-day in its best achievements and most aspiring ideals. The personal delineations include not only such leaders of America as Emerson, Brooks and Hale, but the

best type of a New England business man and of a Virginia soldier. Other chapters treat of everyday phases of life—the day's opening, the week's beginning, the summons to youth, the ordeals of struggle, infirmity, bereavement, marriage.

Mierow, C: Christopher.

The essentials of Greek syntax; an outline of the ordinary prose constructions, together with exercises in composition based on Xenophon, Lysias and Plato's Apology. Bost., Ginn, '11. (O28) c. 7+165 p. D. \$1.25.

Author is instructor in classics in Princeton University.

Miller, H: Russell.

His rise to power; with il. by M. Leone Bracker. Indianapolis, Bobbs-Merrill, '11. (O28) c. 377 p. D. \$1.25 n.

A young American of good fighting blood and hard fixed ideals sets out to smash the political machine of his state, without compromise with evil. The great moment of his life comes when he must sacrifice his clean hands or ruin the father of the girl he loves. By the author of "The man higher up."

Muzzey, D: Saville.

An American history. Bost., Ginn, '11. (O28) c. 10+662 p. il. pls. pors. maps, D. \$1.50.

Author is of Barnard College, Columbia University, New York.

Napier, Rosamond.

The faithful failure. N. Y., Doran, '11. (O28) 10+400 p. D. \$1.20 n.

The love story of Yoë Hope and "Kit" Serocold, who are drawn together by their mutual loneliness, Yoë in need of protection, "Kit" in need of sympathy for his poor health. He loves Yoë, but as he himself sums up his own life just before he dies in an automobile accident, "He was a failure! He fought so gallantly for health; he could never keep it. He had gone through much for Yoë, he could not keep her. He had striven to be a faithful brother; he had failed." It is a good picture of English country life, and the Catholic faith of "Kit's" family is not without its importance in the plot. Author of "Letters to Patty," etc.

100 popular pictures; facsimile reproductions in colour of popular pictures selected from the world's great galleries; with an introd. by M. H. Spielmann and notes by Arth. Fish. In 2 v. N. Y., Cassell, '11. (O28) 50; 51-100 p. F. \$10 n.

In selecting these pictures the editor has chosen those which because of their essential significance, both as works of art and as marking the zenith of achievement of a period of art, have appealed to the highest connoisseurs—critics whose tastes are of the most exacting character. The collection includes works by old and modern masters, reproduced by the three-color process.

Perry, Stella G: Stern.

Go to sleep: bedtime tales that soothe to slumber and bring sweet dreams; with front. cover and border by S. D. Runyon. N. Y., Stokes, '11. (O28) c. 40 p. O. \$1. Series of very short stories for reading children to sleep.

Petite lib. 52 v. Bost., Caldwell, '11. (O28) Ff. ea., velvet cf., 50 c.

Plotts, W:

Isotherm hypothesis of mineral occurrence and origin; origin of petroleum, coal, and other carbonaceous products; showing how these products occur in orderly, definite, limited horizons, independently of the plane of stratification. Whittier, Cal., W: Plotts, '11. (O28) 68 p. Q. leath., \$1.

The author intends to show that petroleum, in

the continuance of its aggregate occurrence, forms a definite, limited horizon independently of the plane of stratification. In pointing out the origin of petroleum, and other carbonaceous products, no theoretical conditions are treated of, but rather what must occur under normal conditions, such as we know of to-day.

Poet booklets. 9 v.; il. in col. by Alice Ross. Bost., Caldwell, '11. (O28) T. ea., parchment, 25 c.

Potter, D:

An accidental honeymoon; with il. in color by G. W. Gage, and decorations by E. Stratton Holloway. Phil., Lippincott, '11. (O28) c. '10-'11. 147 p. O. \$1.35 n., boxed.

Tom Fessenden, a successful writer of songs, goes to a house party down on the East Shore of Maryland. He meets a charming girl in the woods, whom he believes is a farmer's daughter, while she does not learn his name, though they go picnicking together. They are blown out to sea in a sailboat, bringing up next morning somewhere near Hatteras. Here they go ashore, meet some friends and are married. Fessenden not discovering who his wife really is until afterwards. The tangled love affair of two friends forms the background for this entertaining tale.

Preston, Chloë.

The Peek-a-boos. N. Y., [Doran, '11.] (O28) no paging, il. in col. O. bds., \$1.25 n. The Peek-a-boos do astonishing things with cats, dogs, parrots and robins, and have astonishing full-page portraits of themselves doing it. For children of six.

Quiller-Couch, Mabel and Lilian, comps.

The treasure book of children's verse; il. in colour by M. Etheldreda Gray. N. Y., [Doran, '11.] (O28) 335 p. Q. (Children's ser.) \$5 n., boxed.

This book is divided into nine parts: Fairies and fancies; Birds and flowers, beasts and insects; Stories in verse; Romance and heroism; Good behavior; Fun and frolic; Bedtime; For Sundays and quiet days; Miscellaneous. There are poems by Austin Dobson, Alfred Noyes, Eugene Field, Robert Louis Stevenson, George MacDonald, etc., and many full-page illustrations in color.

Randall, J. Herman.

A new philosophy of life. N. Y., Caldwell, [11.] (O28) c. 5-78 p. D. \$1.50 n. Sets forth the New Thought teaching. *Contents:* Foreword; The universal mind; The divinity of man; The powers and possibilities of the subconscious mind; Faith as a vital force; The law of suggestion; Auto-suggestion; Mind and medicine; Physical wholeness; Awakening latent mental powers; The achievement of character; The conquest of fear and worry; The psychology of prayer; Spiritual consciousness; The rediscovery of Jesus.

Raymont, T:

The use of the Bible in the education of the young; a book for teachers and parents. N. Y., Longmans, '11. (O28) 10+254 p. fold. tab., D. \$1.25 n.

Author of "Principles of education" writes here a book dealing with the Bible from the educational point of view. *Contents:* Literary aspects of the Old and New Testaments; Teacher's survey of the Old and New Testaments; Teaching of the Scriptures; Course of instruction; Preparation of the lesson; Modes of presentation. Appendix. Index.

Reynolds, Mrs. L. Baillie, [formerly Gertrude M. Robins.]

The notorious Miss Lisle. N. Y., Doran, [11.] (O28) c. 291 p. D. \$1.20 n.

Gaenor Lisle has been dragged into a divorce case, though quite innocent of any wrongdoing. Her family take her abroad, trying to hide her disagreeable notoriety, and she meets Peter Garstin, who is immensely attracted by her. He knows nothing of the

divorce proceedings and marries Gaenor while still ignorant of her past. On their wedding day he learns the truth, and Gaenor leaves under circumstances which point to her having joined the other man. Out of this tangle they finally emerge to happiness with the girl's name cleared absolutely.

Richberg, Donald.

The shadow men. Chic., Forbes & Co., '11. (O28) c. 312 p. D. \$1.25.

John Quincy Byford is one of those unfortunate mortals who seems doomed to be the scapegoat for the crimes of the "men higher up" or the "shadow men," as the author calls them. He has to pay the penalty of three years in prison for political graft, exposed during a reform wave, when in reality he is the more or less ignorant tool of the true culprits. When he leaves prison and returns to the city he finds a friend in a young lawyer who determines to clear him and expose the real criminals. The story is concerned with the getting of new evidence, the new trial and Byford's love for the daughter of one of the guilty men.

Rignano, Eugenio.

Eugenio Rignano upon the inheritance of acquired characters; a hypothesis of heredity, development and assimilation; auth. English tr. by Basil C. H. Harvey; with an appendix upon the mnemonic origin and nature of the affective or natural tendencies. Chic., Open Court Pub., '11. (O28) c. 413 p. O. \$3.

"Rignano is a student of biology who has also the training of an engineer and physicist. He has studied biological problems thoroughly from that standpoint. He offers in this book an explanation on a physical basis of assimilation, growth, cell division and differentiation, ontogeny and the biogenetic law of recapitulation, and he suggests a mechanism whereby the inheritance of acquired characters may be effected."—*Translator's preface.*

River and camp ser. 3 v. Bost., Caldwell, '11. (O28) no paging, il. in col. Q. ea., bds., 25 c.

Contents: Up the river; By the stream; Our camp.

Road and rail ser. 3 v. Bost., Caldwell, '11. (O28) no paging, il. Q. ea., bds., 25 c.

Contents: Children on the road; Children on the rail; Children by the sea.

Rollston, T. W.

Myths and legends of the Celtic race; with 64 full-page illustrations. N. Y., Crowell, [11.] (O28) 455 p. O. \$2.50 n.

While myths of ancient Greece and Rome have come in for their full share of attention, those of the Celts, fully as interesting and important to all peoples that originated in the British Islands, are all too little known. The author is a student of Celtic literature, and he presents here an outline of early Celtic history and a collection of the great stories in their lore and literature by which are illustrated those peculiar characteristics of the Celts which have most influenced the evolution of the race. Other books by the author, "High deeds of Finn," "Parallel paths," "Teaching of Epictetus," etc.

Ruddy, Anna C.

From tenderfoot to scout. N. Y., Doran, '11. (O28) c. 297 p. D. \$1.20 n.

Sandy Merrill's mother objects to noise and won't allow her son to play in the barn, so he seeks companionship in the village and begins to feel that he is a very manly person. He and another boy run away and have a sad time of it for a few days. Mr. Merrill takes a hand in bringing up Sandy on his return, the boy goes to a summer camp, learns much, and has a fine time.

Schack, Alb. P.

Twelve lectures on the doctrines of Christianity; or, the new Christian age; with questions answered after each lecture.

N. Y., [R. Rutter & Son, 410 E. 32d St.,]

'11. (O28) c. 267 p. O. \$1.75.

The author says his book is distinctly Christian, based upon the Bible, but he believes that new light is thrown on the subjects of which it treats. There are questions and answers at the end of each lecture.

Shakespeare, W:

[Works.] The Tudor Shakespeare. v. 1, The tragedy of Romeo and Juliet; ed. by W. A. Neilson and A. H. Thorndike. N. Y., Macmillan, '11. (O28) c. 16+158 p. front. T. 35 c. n.

Sheldon, Rev. C: Monroe.

The high calling. N. Y., Doran, ['11.] (O28) c. 352 p. D. \$1.20 n.

By the author of "In His steps." A story of American family life telling of the development of Walter and Helen Douglas, who with their parents' help find the true meaning of life and happiness. The scene is laid in the West.

Smith, Arth. H., D.D.

The Lutheran church and child nurture. Phil., Lutheran Publication Soc., ['11.] (O28) c. 135 p. D. (Lutheran teacher training ser.) 50 c.; pap., 35 c.

This work is divided into three parts: 1, Lutheran church; 2, Church and the means of grace; 3, Things practical in life and service.

Something ser. v. 9. [N. Y., Doran, '11.] (O28) il. (partly in col.) O. ea., bds., 25 c. Contents: Something to act.

Sowerby, Githa.

Little books for little peoples; pictured by Millicent Sowerby. 3 v. N. Y., Doran, '11. (O28) il. in col. O. ea., bds., \$1.25 n., boxed.

Contents: Little plays for little people; Little stories for little people; Little songs for little people.

Stevenson, Rob. L:

The Master of Ballantrae; a winter's tale; with 12 il. in colour by Wa. Paget; with the author's original preface. N. Y., Cassell, '11. (O28) 16+349 p. O. \$2 n.; with Treasure Island, \$4, boxed.

Treasure Island; with 12 il. in colour by J.: Cameron. N. Y., Cassell, '11. (O28) 6+339 p. O. \$2 n.; with Master of Ballantrae, \$4, boxed.

Stick book ser. 4 v. N. Y., Doran, '11. (O28) il. nar. T. ea., bds., 25 c., boxed.

Contents: The stick book; The wood brownies; Hollow tree house; The wooden soldier.

Syrian (The) shepherd's Psalm; with il. in color and an introd. by Jules Guérin; with appreciations by C. H. Spurgeon, H: Ward Beecher, and others; and metrical versions of the Twenty-third Psalm, with music. N. Y., Stokes, '11. (O28) c. 76 p. D. bds., 50 c. n.

The Twenty-third Psalm is the subject of this book, for which M. Guérin has made four colored illustrations. In the introduction he describes the country of the Psalm, with which he is very familiar.

Tales and talks ser. 2 v. Bost., Caldwell, '11. (O28) il. in col. Q. ea., bds., \$1.

Contents: Tales and talks from history; Tales and talks in nature's garden.

Tanqueray, A., and Quévastre, E.-M.

Brevior synopsis theologiae moralis et pastoralis. N. Y., Benziger, '11. (O28) 16+606 p. D. hf. leath., \$1.50 n.

Tarbell, Ida Minerva.

The tariff in our times. N. Y., Macmillan, '11. (O28) c. '06-'11. 9+375 p. D. \$1.50 n.

Miss Tarbell's purpose is to show what has been done with the tariff since the Civil War, why we have done what we have, and what the results have been. Every tariff from the Morrill Bill of 1860 to the Payne-Aldrich Bill of 1909 is traced from its beginning in some financial or industrial disturbance to its final ruling as the law of the land. The popular and political points of view, the campaigning, the Congressional debates, the lobbying—all of the various forces which are brought to bear on a tariff bill and out of which it finally emerges, are analyzed. Particular attention is given to the men who, since Morrill, Greeley and Stevens, have been the leaders in fixing the duties. Index.

Tartan edition. 11 v. Bost., Caldwell, '11. (O28) Ff. ea., silk, 50 c.

Teskey, Adeline Marg.

The Yellow Pearl; a story of the East and West. N. Y., Doran, ['11.] (O28) c. 3-208 p. front. D. \$1 n.

The story, told in diary form, of the daughter of a Chinese mother and American father, who when left an orphan comes to the United State to live with her grandmother, a dear old lady. She finds much to condemn, much that she cannot understand, and some things to admire in the new country, but in the end returns to China as the wife of an American doctor.

Through the year with great authors. 5 v. Bost., Caldwell, '11. (O28) S. ea., velvet cf., \$1.35 n., boxed; crushed Persian levant, \$1.50 n., boxed. Browning; Dickens; Emerson; Ruskin; Tennyson.

Ting-a-ling ser. 6 v. [N. Y., Doran, '11.] (O28) front. Ff. ea., bds., 12 c., in envelope. Contents: Lucky Bob; Goody Wooden Shoes; Happy-go-lucky; Tinker Taylor; Esmeralda; Ting-a-ling town.

Town and country ser. 3 v. Bost., Caldwell, '11. (O28) no paging, il. in col. Q. ea., bds., 25 c.

Contents: Round about the town; Round about the country; Round about the seaside.

Turpin, Edna H: Lee.

Honey-Sweet; il. by Alice Beard. N. Y., Macmillan, '11. (O28) c. 7+316 p. pls. D. \$1.25 n.

This is a story of the adventures of Anne, a little girl, and her rag doll, Honey Sweet. Anne's misfortunes are many; through them all Honey Sweet goes, mutely helping her and playing an important part in her final restoration to friends and happiness.

Uncle Jumbo ser. 3 v. Bost., Caldwell, '11. (O28) no paging, il. in col. Q. ea., bds., 25 c.

Contents: Uncle Jumbo's party; Puppy dogs' dance; Little Leo's birthday.

Very first ser. v. 11-12. N. Y., Doran, '11. (O28) il. in col. D. ea., bds., 25 c.

Contents: My very first little German book; My very first little Spanish book.

Waller, Mary Ella.

My ragpicker. Bost., Little, Brown, '11. (O28) c. 112 p. D. 75 c. n.

Story of life in Paris, under the shadow of Notre-Dame and at Buttes-Chaumont. Nanette, the little ragpicker, who never knew a mother and who finds the heart-hunger for one appeared in clinging to the stone pillars of Notre-Dame and in the thought that the great cathedral, "Our Lady of Paris" is to her a mother who comforts and cherishes, is the heroine. In the end the girl finds happiness as the wife of a good man.

Walpole, Hugh.

The gods and Mr. Perrin; a tragi-comedy. N. Y., Century Co., '11. (O28) c. 318 p. D. \$1.20 n.

A story of life in a boys' school in England, with the boys almost entirely in the background and the masters as chief actors. "Moffatt's" is a second-rate school in Cornwall dominated by Moy-Thomson, the cruel and tyrannical head-master. The masters' starved, cramped, embittered lives, the mental tragedy which grips and drives Mr. Perrin, are vividly portrayed. Against this background is pictured the coming of Traill, young, vigorous, hopeful; the influence upon him of this abnormal world, his winning of Isabel's love and Perrin's hate. By the author of "Maradick at Forty."

Ward, J. J.

Life histories of familiar plants; with Rembrandt frontispiece and 121 figures reproduced from photographs and photomicrographs taken by the author. Popular ed. N. Y., Cassell, '11. (O28) 20+203 p. D. \$1.25 n.

Popular accounts of plants, their development, habits, and general phenomena.

Warren, C.

A history of the American Bar. Bost., Little, Brown, '11. (O28) c. 12+586 p. O. \$4 n.

Author is of the Boston Bar. An historical sketch for those who wish to know something about the men who have composed the American Bar in the past, and about the influences which produced the great American lawyers. In part 1 the author deals with legal conditions in each of the American colonies during the 17th and 18th centuries, prior to the American Revolution, the status of the common law as applied by the courts, the method of appointment of the courts, with the leading lawyers, legislation regarding the legal profession, the materials for and methods of a lawyer's education, with contemporaneous legal conditions in England and America, etc. Part 2 portrays the growth of the American Bar from the foundation of the Supreme Court to 1860.

Westrup, Emily.

Doggy doggerel; being nursery rhymes for doggy times; pictured by E. Kate Westrup. Bost., Caldwell, '11. (O28) no paging, obl. D. bds., \$1.

Rhymes like those of Mother Goose, but with a dog as chief actor each time.

Westrup, E. Kate.

A hunting alphabet. Bost., Caldwell, '11. (O28) no paging, col. il. obl. D. bds., \$1.

Pictures in color and rhymes about hunting for each letter of the alphabet.

Wister, Owen.

The Virginian; a horseman of the plains. New ed.; with il. by C. M. Russell and drawings from western scenes by Frederic Remington. N. Y., Macmillan, '11. (O28) c. '02-'11. 15+506 p. D. \$1.50 n.

Wood, C. Seely.

Christmas at Big Moose Falls. Bost., Badger, '11. (O28) c. 63 p. D. 75 c. n.

Story of Christmas in a lumber camp in central Wisconsin in the early seventies.

Wright, J. C.

Lays of the lakes. Bost., Badger, '11. (O28) c. 78 p. D. \$1 n.

Wylie, D. G., D.D.

The minister's companion; containing forms and Scripture selections for important occasions; all the Scripture quotations are from the American Standard Bible; approved and commended by D: Ja. Burrell, D.D., and others. N. Y., Nelson, '11.] (O28) c. 4+123 p. S. limp leath., \$1 n.

BOOK TRADE EXPORTS AND IMPORTS FOR AUGUST, 1911.

A summary statement of the value of the imports and exports of paper and of books and other printed matter of the United States for August, 1911, and for the eight months ending the same, compared with the corresponding periods of 1910.

Imports and Exports of Printing Paper.

Quantities and Values of Paper of Domestic Manufacture Exported from the United States.

	August				8 months ending August			
	1910		1911		1910		1911	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
PRINTING PAPER—								
NEWS PRINT.....lbs	6,930,264	\$162,122	8,124,947	\$188,495	14,894,027	\$354,671	65,680,120	\$1,600,850
Exported to—								
United Kingdom.....	1,324,493	29,201	1,924,614	43,206	.....	.....	11,465,756	280,511
Canada.....	652,490	14,202	602,526	13,541	.....	.....	3,961,166	92,774
Mexico.....	162,946	3,520	118,887	2,675	.....	.....	1,096,294	32,059
Cuba.....	418,898	9,966	603,930	13,722	.....	.....	3,571,440	84,264
Argentina.....	2,021,704	45,715	1,522,302	36,520	.....	.....	19,389,169	400,464
Chile.....	994,980	26,512	340,894	7,679	.....	.....	5,040,625	119,336
Australia and Tasmania	1,394,753	.....	2,488,001	55,451	.....	.....	16,945,400	426,326
Other countries.....	.....	33,006	523,793	15,701	.....	.....	4,210,270	105,116
All other.....lbs.	1,666,276	82,311	1,412,946	75,081	46,890,805	1,520,749	17,906,605	842,404
Total printing paper..lbs.	8,596,540	244,433	9,537,893	263,576	61,784,832	1,875,420	83,586,725	2,443,254

Quantities and Values of Paper Imported from Other Countries.

	August				8 months ending August			
	1910		1911		1910		1911	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
PRINTING PAPER, FOR BOOKS AND NEWSPAPERS					61,409,478	\$1,232,149		
Valued at not above 2½ cts. per pound.....lbs. } free			3,824,367	\$74,720			3,824,367	\$74,720
per pound.....lbs. } dut.	7,785,092	\$140,291	5,544,409	100,666	16,882,757	305,926	70,270,095	1,319,782
All other.....lbs. } dut.	154,191	10,829	374,408	29,771	529,989	29,565	5,413,556	421,557
Total.....lbs.	7,939,283	151,120	9,743,184	205,157	78,822,224	1,567,640	79,508,018	1,816,059
Imported from—								
Germany.....	78,283	5,074	45,493	3,678	1,107,987	57,553	1,371,081	107,043
Canada.....	7,605,481	136,025	9,187,580	172,090	73,737,536	1,350,775	72,620,129	1,362,763
Other countries.....	255,519	10,021	510,111	29,389	3,976,701	159,312	5,516,808	346,253

Imports and Exports of Books and Other Printed Matter.

Books, etc., Imported from Other Countries.

	August		8 months ending August	
	1910	1911	1910	1911
Free.....	\$351,263	\$471,750	\$2,255,366	\$2,009,739
Dutiable.....	266,422	325,326	1,615,547	1,942,668
Totals.....	617,685	797,076	3,870,913	3,952,407
From United Kingdom.....	\$376,763	\$529,639	\$2,277,249	\$2,115,282
“ France.....	29,091	55,745	246,959	249,906
“ Germany.....	124,275	125,642	756,792	918,146
“ Other Europe.....	54,466	55,935	374,325	446,131
“ Other Countries.....	83,090	30,115	215,588	222,942

Books, etc., of Domestic Manufacture, Exported from the United States to its non-Contiguous Territories.

	1910	1911	1910	1911
To Alaska.....	\$9,733	\$19,267	\$128,658	\$135,845
“ Hawaii.....	19,017	30,715	174,247	95,602
“ Porto Rico.....	12,167	21,806	98,372	126,655
“ Philippine Islands.....	11,073	13,438	168,497	139,150
Totals.....	51,996	85,226	569,774	497,252

Books, etc., of Domestic Manufacture, Exported from the United States to Foreign Countries.

	1910	1911	1910	1911
To United Kingdom.....	\$118,102	\$97,580	\$881,751	\$896,099
“ Canada.....	816,590	391,583	2,769,029	2,150,187
“ Mexico.....	51,652	47,394	195,827	207,065
“ Cuba.....	10,997	27,233	184,655	167,917
“ Brazil.....	13,828	5,473	148,878	104,114
“ British Oceania.....	28,909	54,730	184,560	225,499
“ Other countries.....	118,076	119,551	881,139	1,073,448
Totals.....	1,558,154	743,442	5,245,839	5,176,012

Values of Exports of Books and Other Printed Matter, of Foreign Manufacture.

	1910	1911	1910	1911
Books and other printed matter. Free of Duty.....	\$432	\$3,536	\$25,989	\$14,950
Books and other printed matter. Dutiable.....	4,278	3,737	30,354	40,775

Books, etc., remaining in warehouse August 31, 1910, \$64,327. August 31, 1911, \$71,667.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

October 28, 1911

The editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication. The Record of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

SALESMANSHIP AS A SCIENCE.

SALESMANSHIP has been called a science, an art, a game. It is something of all of these; for, though it is susceptible to rules, these rules must be translated and vivified by personality.

If one were asked to sum up the one pre-eminent attribute for retail salesmanship it would be *alert optimism*—for alertness comprehends knowledge and optimism invariably implies courtesy.

The store that has the reputation—"I go there because I like to trade with their clerks"—has an enviable asset of good will. And it need not be added that any individual clerk who has succeeded in building up a personal trade has a personality that is itself of just as much cash value to his store, perhaps, as one of its show windows.

And yet it's such an easy thing to cultivate just such a retail personality; it needs but a little wholehearted observance of some simple and really quite old-fashioned rules.

1. Know your stock, know it from A to Z, from the initial process of its manufacture to its exact position on the shelves of your store. And this in a bookstore is no small task. The book clerk who does not know the processes of printing and binding, as well as an immense fund of general knowledge about books and their authors, is only an apprentice hand.

2. Then forget, in talking with customers, that you know a whole lot more about books than they do—very often you don't. In other words, don't be supercilious. Make it a point of pride to be able to answer any ques-

tion asked; vouchsafe any information you think will interest your customer or forward a sale—but be careful of the *tone* in which you dispense it. Many a customer has been permanently alienated from a store by the superior attitude and bumptious conceit of some fresh clerk.

3. Don't pose. No man can sell goods who hasn't an enthusiastic belief in them; but be natural in your enthusiasm. "There are some clerks," says a recent writer in *Playthings*, "who are especially obnoxious to buyers. They take pride in their calmness of manner, immobile features and 'poise.' They are usually civil, even courteous in words, but frigid. You need an overcoat when meeting them on a sweltering summer's day to keep your blood from congealing. They extol themselves for 'keeping themselves well in hand,' in 'not telling everything they know,' for 'presenting a dignified face to the world.' There are other tedious good things they say of themselves. When you find any employee, from a clerk to a delivery man, taking this attitude, hostile to your interests, fire him. Fancy the mental reservation of a customer addressing one of these stilted manikins and receiving a mental deluge of cold water. Put him on the list."

4. Tact is as essential in salesmanship as in social conquest. The man who asks a customer, in conclusion, "Is that all?" is not going to pull a filled summary sheet from his salesbook half so soon as his fellow in the next aisle who says, "Is there anything else?" Many a clerk has lost a sale because he didn't notice that a man or woman was wearing mourning! A quick eye to "size up" a prospective customer; a quick wit to formulate your selling appeal to his personal bias and individual point of view—these are the very essence of successful retailing. Be wary how you treat information seekers. Better waste your time—only it isn't wasted—with ten curiosity inquirers than to offend one genuine possible later customer with a curt answer or discourteous inattention. It sometimes takes a long time for the bread of retail courtesy to come back; but when it does come it often is in most surprisingly gratifying ways.

5. Be absolutely honest with your customer. Don't tell her there is no limp leather edition of "Sordello" because you do not happen to have it in stock and are trying to sell her a cloth bound one. Don't say there is not a copy of "The Life of the Bee" in town, when you know your competitor to

have one in stock. Offer to send out for that copy; your competitor will appreciate and return the compliment. Don't promise to deliver a set of books the same day when you know it will be impossible to get them around till the following morning. Don't try to sell a slightly imperfect or store-injured copy as new on the chance that your customer will never discover it. Don't say that so-and-so's latest book is just as good as his previous, when the reviews are united in seeing in it a bad falling off from earlier work. Don't, when the decision is left to your judgment, recommend an edition which shows you a larger margin of profit than a competing edition, which you know is intrinsically of much greater value. In short be fundamentally and conscientiously honest; it pays—that's a truism of business intercourse—it pays!

6. Don't try to wait on too many customers at once—this is especially a danger in the small store. Never rush a customer's selection; the clerk who has the reputation of "polishing 'em off in one, two, three order" is generally polishing down his possible sales just so much. Don't, without good reason or without a spoken apology, leave one customer to wait on another. On the other hand, a customer often desires to consider a sale quietly for a few moments before purchase, particularly if it is one of size. Or, if two or more are in the party, they very often will wish to discuss it by themselves with the clerk out of earshot. Such a wish is perfectly natural; if your own salesmanship has been good it will be perfectly safe; and the clerk who is tactful will size up the situation and find some excuse to withdraw for a minute or two.

There is one kind of clerk who is a cross between a highwayman and a penny-in-the-slot machine; the ideal clerk is, or should be, a confidential and trusted adviser, a qualified mentor in the selection of the merchandise under his jurisdiction.

ADVICES from Canada report that the new Canadian government will meet about November 15 for the purpose of "voting money to carry on the government and to put through urgent legislation held over from the last Parliament." Amongst this urgent legislation is mentioned in one report a copyright bill. Local authorities report that the conservative party now being in full power, and much elated over the overwhelming defeat of reciprocity, are enthusiastic for a pol-

icy of "Canada for Canadians." The copyright bill being anti-United States is therefore very likely to receive considerable favorable attention. An excellent article on "Canada's Proposed Copyright Legislation" has been reprinted in pamphlet form from *The Canadian Magazine*, where it first appeared, and widely distributed to Canadian authors, publishers and booksellers.

It points out so clearly the disadvantages of extreme Canadian copyright that it may effect at least more serious and careful consideration of the subject. On the other hand, just now pro-Canadian feeling is so strong that the legislators may not unlikely dismiss the appeals of those most concerned in Canada; and consider the honest advice of these best informed on this side of the line as biased and designing.

STORE SERVICE.

WHAT is service? asks a writer in the *Merchants and Manufacturers Journal*. And he answers the question in an article which, though intended for the general reader, can be read with profit by the bookseller. Service is that something which will permit a restaurateur to ask and receive for a meal 75 cents while his competitor will have difficulty to get for the same food, without good service, 35 cents. Service in this particular line of business is a somewhat foreign subject to the business of the average journal reader; but the illustration may be permitted in order that, at the very start, full appreciation can be gotten for this rather abstract something that counts for so much in the making or breaking of many business ventures—success.

There are comparatively few retail merchants who have travelled much, or even those who have just visited a strange city occasionally, to whom a full realization of the importance of service in hotel or eating house has not been brought home. The identical material that is purchased by two different houses of public entertainment will go to make two very different classes of meals when put on the table of the respective establishments, and that difference will not be due so much to the method of handling the foods in the kitchen as to the method of serving them in the dining-room.

Frequently men who patronize high-priced restaurants confess that at so-and-so "you pay for the service, but it's worth what you pay."

SERVICE WORTH WHILE IN RETAILING.

Now, there is a very close connection between "service" in a hotel dining-room and "service" in a retail store. The question of service, or the manner of serving enters very intimately into the problem of merchandising, and, on the whole, the consumer public is coming more and more to a point where it will pay for service. It is possible that the consumer will not consciously pay for ser-

vice in a retail establishment, but he will do so instinctively.

The question of service in a retail establishment is a many-sided problem that covers a very great field. There is service in the matter of the treatment which is accorded the trade; there is service in the extent to which absolute honesty is practiced by the merchant in the class of merchandise he sells to his patrons; there is service in the order in which the merchant's wares are displayed and put up for delivery to the customer.

In the matter of a dining-room, it has been asserted that the way the food is served regulates the price that the merchant may obtain for it. A weak cup of coffee served in a neat, cleanly cup with dry saucer and dainty sugar and cream vessels, will give more satisfaction to the average customer of refinement than a large cup of strong coffee served in a coarse mug, served slopping over the cup into the saucer, put on the table by a careless waiter, who brings with him a dirty pitcher and sugar bowl or a couple of lumps of sugar on a coarse little side-dish.

APPEARANCE OF STOCK COUNTS.

A man was overheard some time ago discussing his quest for an umbrella. He said he had gone into an establishment that had always been regarded as a foremost retail establishment for this line of merchandise and, after selecting a silk umbrella of high price, he turned his attention to an examination of the handles. But every handle in the establishment was cheap—so cheap in appearance that he had gone out without making a purchase at all, giving the excuse that he would first find out whether the man for whom he intended the umbrella really needed one. As a matter of fact, however, this man wanted the umbrella himself.

He then went to another establishment, he said—a very small establishment farther down the street, and had gotten just what he wanted. The handles were so much more attractive, he said, that he could not understand how the one establishment, with only cheap handles, had so much more reputation than the little establishment, which appeared to have only fine handles, whether for high price, medium price or low price umbrellas.

But the explanation which the umbrella purchaser sought might have been supplied—had it appeared wise to volunteer the information—by the man who overheard him. The facts in the case were that the large establishment carried a far superior stock to the little one—but his manner of serving its goods was at fault.

In one establishment the handles were thrown any way at all into large, rough drawers. To pull open one of these drawers was to expose a mass of merchandise that appeared cheap, primarily because it was kept in an order that seemed to certify to its cheapness. In the little store the handles were all nicely placed on slabs covered with cloth; each handle fitted snugly into a little strap pocket and the wooden part of the handles was all wrapped about with tissue paper. If the entire latter mentioned stock of handles had cost only a few dollars, still

any ordinary man, seeing the manner in which it was displayed and cared for, would instinctively come to believe that the handles were costly merchandise.

KNOW WHERE YOUR STOCK IS KEPT.

One of the largest department stores of a big city was visited some weeks ago by a woman who wished to purchase some belting. The belting was kept in a department of its own—in a little square of counters; but the saleslady in charge seemed to be ignorant of the whereabouts of her stock; the stock was packed in a lot of miscellaneous boxes, and the boxes were not properly or sufficiently marked. The woman waited five minutes while the saleslady ploughed indifferently through six or eight pasteboard cases, and then the customer excused herself with a "never mind" and went several doors above to a small sized retail store handling exclusively women's dress accessories.

Immediately upon inquiring for belting the woman customer was shown to a glass show case, where the belting was kept in as attractive order as the most delicately colored ribbon, and she bought what she wanted, although she knew the price paid for it was from 10 to 20 per cent. higher than that for which she would have obtained the same article at the department store.

This is a true story, for the woman told it herself, and a woman would not lie about not getting a bargain, no matter how untruthful she might be about the bargains she does get.

When a customer comes into an establishment and asks for an article of merchandise, and the salesman begins to rummage about a lot of truck off somewhere in a corner, the patron very naturally is brought to believe that if he does get what he is after it will be some discarded merchandise with which the merchant has been "stuck."

DON'T TREAT STOCK AS OLD RAGS.

One of the greatest errors a merchant can make is to look upon his merchandise—whether live or dead stock, whether held at regular or bargain prices—as something that can be thrown about like so many old rags.

There is no getting away from it, the world is much concerned with make-believe. It is not the hat which a dealer slings off on a corner of his millinery table and labels \$2.49 that the woman consumer covets; but the one which he touches lovingly, that he regards tenderly as if he would dislike seeing it go out of his establishment—that is the hat, even though it be the very same one which on the previous day had been cast ruthlessly on the bargain counter, that the customer will most likely want to possess.

In an article on store service in *Advertising Aid*, a monthly brochure issued by a Chicago advertising agency, the writer gives some helpful suggestions on making this department a prominent feature of the store system. He says that no doubt the one feature of all those aids to success, that is most neglected by the smaller retail merchant, is service.

Service commences the moment a customer

enters a store, telephones an order, or when an order is received by mail. Service consists in truthfulness, courtesy, capacity for taking pains and system.

Truthfulness embraces fair, honest dealings both in advertising the store and personal representations to customers. Its necessity ought to be apparent to every merchant who has observed the success of others.

NECESSITY OF COURTESY.

Too much stress cannot be laid on the necessity of courtesy as an attribute of sales service.

Courtesy is the surface method by which we know a lady or gentleman. The chief quality of a lady or gentleman is consideration for the feelings of others. If retail merchants would only study that consideration question more closely, as a business proposition, it would mean, in many cases, a handsome yearly addition to their income.

In one of the most successful retail stores known to the writer, where the proprietor is slowly amassing a fortune, every person entering the store is treated with the same consideration, no matter whether they be young or old, rich or poor—whether they drive up in buggy or in automobile. If a little girl comes into the store for a nickel's worth of pins, she is accorded just as much attention as a grand lady in need of furs. What is the result? That store has made boosters for itself out of half the community, for once the public visit it, they always go back, and they tell their friends.

It is not only necessary for a merchant to study courtesy himself, he must also insist on his clerks practicing it, whether they like it or not.

SOME CLERKS IGNORANT OF COURTESY.

The weakest point in store courtesy lies in the absolute ignorance of the majority of clerks of what really constitutes it. This is especially the mistake of young women. The average young woman who goes behind a counter to sell goods gets the opinion that she is too good to wait on most of the people to whom she has to sell. And so she behaves like a fool. It should be impressed on those young people that if they are above selling goods the place for them is society, but that until they can take their place in those gilded planes the selling of goods requires scientific attention, and that includes courtesy.

A real lady or gentleman remains the same in any walk of life. A lady who has been born and brought up in a family of gentlefolks, for instance, does not forget the fact that she is a lady if she has to go into a store selling goods. Her new position only makes her the more respectful and courteous to every one with whom she comes into contact.

A CALL.

The Playwright—"Ah! The audience is calling for the author."

The House Manager—"I hear 'em; but you can get out through the alley and I'll hold 'em back while you beat it."—*Philadelphia Evening Bulletin*.

WHEN BOOKSELLERS KNEW BOOKS.

BEFORE the middle of the last century two young men, brothers, opened a second-hand bookstore in this city, says the *New York Evening Post*, which afterward became famous, because they wanted to associate all the time with men who, like themselves, read and loved books. Very recently two men who could hardly read opened two second-hand bookstores in this city because they thought they could thereby increase the slender capital which they had acquired by peddling shoe-strings on the Nassau Street sidewalks.

The contrast shows the rise and fall of the business, and explains in part the disappearance of nearly all the delightful old shops where interest in books made a common bond of sympathy between the proprietor and all comers, whether money changed hands or not. Most of those stores were on Nassau Street or near it, so it may be fair to give the shoe-string bibliophiles the benefit of a doubt by assuming that possibly they had caught something of the departed spirit of the thoroughfare. Possibly, in the dull days in the Nassau Street pavement shoe-string traffic they had communed with the ghosts of old collectors and scholars and poets roaming disconsolately up and down looking in vain among the notion stores, the cut-rate necktie emporiums, and the candy shops for a dingy window filled with rare old volumes.

It was on this same Nassau Street that the brothers, Andrew and Richard Leggat, began business in 1855. There were old booksellers many years before that, of course, but most of them went out of business so long ago that only the antiquarians can recall them. It was only a year or so ago that the Leggats retired, and the browsers lost one more of their favorite haunts.

In the beginning the brothers didn't have a store. The rent of even those days was too much for the capital they had at the outset, so they hired window-space or a sidewalk strip at No. 88 Nassau Street, and there, on a window-shutter, displayed their entire stock in trade, thirty-five old books. They were not poor young men who had to do something or who wanted to make money. On the contrary, they were the sons of one of the biggest dry goods dealers in the United States at the time, and there were lucrative places waiting for them in the firm. But they did not like dry goods, and they did like books, as something to read and talk about. Hence, the display on the shutter as a bait for the learned men of the town to come and read and talk, and, possibly, buy. They sold eight dollars' worth on the first day, and figured out that there was a dollar profit for each of them.

"That seemed enough for one day," said Andrew Leggat when in a reminiscent mood on his eightieth birthday recently, "so we closed up shop at four o'clock in the afternoon, feeling that it would be greedy to keep open any longer. We were very much pleased with ourselves, because, in addition to our large sales, we felt assured of con-

tinued good luck because our first customer had been a real author. He was William C. Prime, who wrote "Tent Life in the Holy Land."

Friends of the Leggats told them at the outset that if they really intended to make the book business pay they should go to Boston, as New York was not a literary town.

"We will help to make it one, then," they replied, and they did. As their stock and patronage grew they moved from one store to another, but always to a larger one, until finally they had the largest concern of the kind in the United States, and carried on their shelves, or rather in the safe, many volumes of great value because of their rarity. When Ainsworth R. Spofford, for many years librarian of Congress, wanted a book that the government did not own, he would write to the Leggats. As a rule they could fill the order. The first volumes for the public libraries of Hoboken and Jersey City, for the Pratt Institute, and for the prison libraries at Auburn and Sing Sing were supplied by their second-hand bookstore.

NON-BUYERS WELCOME.

This was one of the many old stores in which visitors were made to feel that they did not have to buy. Some of them never did, but made the most of their opportunity to use the shelves as those of a free library without any of the red-tape restrictions of the library. Of course, some of these browsers took unfair advantage of their liberty. Occasionally, a rare book was stolen. It was in this store that the wet-thread method of pilfering plates was first detected. The thief who wanted an illustration or plate from some rare book which he did not dare carry off whole would enter the store with a piece of thread in his mouth, go to the volume containing the coveted plate, slip in the moistened thread at the place, close the book, and walk away to examine other things for a while. Upon his return to the book with the thread he could easily pull out the desired page without using a knife or attracting attention by the noise of tearing dry paper.

But thieves and vandals were rare. A much commoner nuisance was the man or woman who would overhaul shelf after shelf in a search and not put the books back. Two such women, sisters, frequented Leggat's, and generally wanted something in the cellar where the volumes were stacked up seven rows deep. On one occasion one of the proprietors found one sister on her hands and knees half buried in a burrow she had dug out in the stacks. Her companion was standing by with a lighted candle.

The bookseller did not protest, did not even ask the women to put the books back when they were through with their search, but he advised them in the most friendly way to stay close by each other, as the rats in the place were both numerous and ferocious. There was no further trouble in the cellar.

But there were scores of other second-

hand dealers. The roll of old New York's old booksellers is a long one, and a few of them yielded to the temptations of authorship themselves, and wrote for their own shelves. There was Joseph Sabin, who became so interested in his collection of Americana that he undertook to write the "Dictionary of Books Relating to America." He killed himself at the task, writing and compiling night after night and selling old books by day. When he died thirty years or so ago, he had completed thirteen volumes of his dictionary, every one of them as thick as an *Encyclopædia Britannica*, and thus started a standard work, the continuance of which is still in the hands of the Lenox Library.

Sabin was a typical old bookman. Born in England, he served seven years as an apprentice to a stationer and bookseller in Oxford. Then he came to America, having first invested his savings in a Texas farm. But when he learned how far Texas was from New York and books he let it go. He never went to Texas. Instead he went into the book importing business, first in Philadelphia and afterward in this city, where he finally settled at No. 84 Nassau Street.

Then there was John Bradburn, who died at the age of ninety-two, after dealing in old books all his life at No. 27 Ann Street, which was in the Nassau Street literary zone. Bradburn literally lived among his books, for he kept his sleeping quarters in the back of the shop, and his recreation of an evening was poring over the books he had been offering for sale all day. There were many others who lived in their shops, partly because, not being in business primarily to make money, they did not make much, and thought that paying rent for a store need not be supplemented by paying for a house in another part of town. Charles L. Woodward began life in the mercantile agency business, but his hobby was collecting and reading books about America. His hobby got the better of his business so early in life that he had forty-five years left to spend as a bookseller at No. 78 Nassau Street. William Gowans was in the next block, a rival bidder at the auction sales of old family libraries.

Gowans was something of an eccentric. He was hospitable to all comers who wanted to read and examine. He was perfectly willing to sell, but he did not want to interrupt his own reading to bicker about prices. That was such a sore point with him that he once threw a good book, one of his choicest, into the coal fire in his round, wrought-iron stove, set in the middle of the store. He never forgave himself. That wanton destruction of a book weighed on his conscience all his life. But there were extenuating circumstances. A would-be purchaser, one of the dickering sort, had been in half a dozen times, trying to get that particular volume at a price less than the bookseller had decided was fair. It was in a fit of anger over the final argument that the old man threw the book into the stove. Edward Nash worked for Gowans, succeeded him in the business, and moved to No. 80 Nassau Street,

next door to Woodward. Think of two such establishments in adjoining stores to-day, both of them frequented by such men as William Cullen Bryant, George William Curtis, Henry Ward Beecher, and all the other literary great ones of that period.

George P. Philes sold books at No. 51 Nassau, and wrote a book himself that is considered a great prize to-day among the collectors. He called it "Phylobiblion," and it was one of the most curious old books about books ever bound in leather.

In looking over the old directories, one is apt to think that there could have been nothing but old book stores on Nassau Street in those more leisurely times. Enough of them died there in harness to have justified a big plot dedicated to booksellers in the cemetery. Here is a partial list of the dead in addition to those already referred to: Charles Morrell, No. 10 Nassau; John Pyne, No. 112 Nassau; Michael J. Hynes, No. 3 Beekman, just around the corner; Michael Doolady, No. 122 Nassau; Thomas Bradburn, No. 84 Nassau; Henry Miller, No. 50 Ann and afterward No. 65 Nassau; Simon Bruckner, No. 4 Barclay; John Beechan, No. 7 Barclay; Nathan Tibbals, Park Row; Jeremiah Farrell, No. 15 Ann; and Charles Lawrence, No. 51 Nassau.

But they were of a different breed, those old-timers, from most of their successors in the business. With them it was a profession, a calling, that was recruited from two sources, the educated men who opened stores in order to convert the necessity of making a living into a daily delight and their helpers who caught the spirit of the stores and employers. If a boy looking for a job at running errands happened to strike one in a plumber's shop, he would grow up to be a plumber, very wealthy, no doubt, but not a lover of drain pipes. If that same boy had gone to work in a second-hand bookstore, he would have lived and died poor, but a scholar and a lover of books. He couldn't help himself.

One of the younger men, but of the old school, still in the business, Mendoza, tells of the fascination. He had his start as a boy thirty years ago with old Hynes of Beekman Street.

"I was simply looking for any job I could get," he said, "and happened to find one at running errands and dusting stock at Hynes. I knew how to read, of course, but did not care anything for books. The spell began to steal over me the first day. When I was not on an errand I found that I was expected to read. That is, my work was what would have been loafing and stealing time on any other kind of a job. Mr. Hynes told me to read all I wanted to and anything I wanted to. It was like being the new boy in a candy store, and having the run of the show case for the first time. But the candy boy gets so sick of chocolate that he never wants another bite. The boy in the bookstore gets his habit so that he can never shake it off. I have known hundreds of men in the business, but I have never known one to get out of it and stay out. The lure is too strong for them. No other business is to be

thought of for a moment, and the only retirement that appeals to them is that of a comfortable chair in the back of the shop where they may read undisturbed and let the youngsters run the business.

"I began with the titles. There were thousands of volumes in that shop. On the first day they were just so many books, so much merchandise. Customers came in and asked for this or that queer thing that I had never heard of, and I was astonished at the way the clerks would rush at once to the particular book wanted. So I began to memorize the titles on shelf after shelf and to help fix them and their location in my mind by remembering the color and material of the covers. You see, I was getting into the wide field of bindings, unconsciously. Then I began to look inside and familiarize myself with all the materials of the title-pages, with the names of publishers and dates. Before I was too old to run errands I knew something about first editions.

"One of our best customers was Judge John R. Reed, a surrogate on Long Island for many years, whose hobby was collecting. He recognized me as the new boy, and was very friendly. One day he said to me, 'I think you will make a bookman. Let me give you some advice. Don't specialize for many years to come. Follow general literature. Read all the fiction, read the classics of all countries, read the poets. Then, by and by, you will be worthy of Americana or first editions or any other specialty that you may elect.' It was the easiest advice to follow ever given by a man to a boy."

Commercialism on the part of both buyer and seller is what has robbed the business of its picturesqueness and charm and true book flavor. The demand for books of all sorts, except poetry, is greater than it ever was, but so is the demand for money on the part of the seller and for cheap bargains on the part of the buyer.

In the district where rare old editions were once lovingly and intelligently bought and sold, the red flag of the auctioneer now marks the noisy sale of the cheapest sort of books made expressly for the purpose to bait a gullible public that wants something to read and doesn't care what.

Another trouble, so far as the second-hand store is concerned, is in the increasing difficulty of getting a supply. A generation or two ago the bulk of every big private library or famous collection that was sold found its way to the shelves of the Nassau Street shops. But now every village in the country has its public library, and they are all in the market as buyers. They take all they can afford each year, and once in the public library, a book is lost to the second-hand seller or his friend, the collector.

TWO KINDS OF READERS.

THE stream of the season's new books is now almost at flood, a swollen torrent fed by innumerable tributaries; and again the recurrent question arises, How does so much reading matter ever contrive to get itself read?

The readers of all these new books, like readers in general, may be roughly divided into two obvious classes—readers for pleasure and readers for profit, or light-minded readers and serious-minded readers; with all degrees of inter-shading and inter-mingling, as in nearly every scheme of classification in nature. Not novels alone attract the pleasure-seeking reader, nor does the purposeful student invariably scorn the delights of fiction and live his laborious days in a rarified atmosphere of pure science. A serious-minded person's plan of self-culture may include a daily stint of current fiction, just as a thoughtless and fun-loving person's appetite may spontaneously crave an occasional dose of history or biography, of travels or essays, or even of philosophy or religion. What distinguishes the one class from the other is not so much the choice of books as the consciousness of such choice. Those who live to read, who make a serious business of reading and every little while dig up the soil of their minds to see whether the literary seed there sown has begun to sprout, stand in a class apart from those who read to live more abundantly and zestfully, and who, it may be, cannot to-day recall title or author of the book they laughed and cried over yesterday. Every reader knows, or thinks he knows, to which of these two classes he belongs, and feels a certain superiority, acknowledged or unacknowledged, over those of the other class. Nevertheless there are undoubtedly some who, admitting themselves to be frivolous readers, wish that they had the strength of mind to become serious readers; and others there are who, sadly confessing that their days of careless, irresponsible, ecstatic reading are over, unavailingly long to recapture the charm that poetry and romance and history and adventure once had for them.

Spontaneous readers (if one may so name those who read to live, as opposed to self-conscious readers, or those who live to read) never read by the clock, never assign themselves so many pages or chapters a day, never have to use a bookmark—or, when this gets misplaced, feel compelled to go back again and read from the beginning, as did the plodding pedant who got as far as Z in the encyclopædia and then had to turn back to A because he had lost his place. But the systematic reader never gets caught in this fashion. The perpetual consciousness of a purpose in all one's reading precludes the possibility of rapture. Time and space and all things terrestrial do not easily cease to exist for him who reads (as we have done, to our sorrow, long ago, in the foolishness of youth) all of Homer in daily portions of so many lines, and the entire Bible in course, a chapter a day. Subsequent haphazard readings in both Homer and the Bible have, with us, proved far more productive of oblivion to the carking cares of life. Perhaps those self-imposed daily readings were not, after all, quite void of benefit to the reader; youth, with mind comparatively unfurnished and elective affinities undeveloped, might in many instances be slow to

get beyond its first story-books without the spur of a conscious purpose.

To read a book in order to be able truthfully to say that one has read it, or to read copiously in order to astonish and awe others with a catalogue of one's achievements of this sort, is a very familiar form of serious reading. Most persons are at some time in their lives guilty of this weakness, and not a few never wholly cure themselves of it. There comes to mind a lady of our acquaintance who, with an abounding zeal for self-culture, passed a studious semester at Göttingen, where she wearied her friends with constant enumeration of the books and authors she had mastered, or thought she had mastered. *Ich habe gelesen*—this and that and the other, became the burden of her conversation, until she acquired for herself the nickname of *Ich habe gelesen*. And what did it all amount to, except that she turned into a sort of walking catalogue of the German classics?

The libraries of such persons as this estimable but unstimulating lady are likely to reflect their attitude toward books. Posing as persons of culture, they fill their shelves with all the books no gentleman's library should be without, and have little intimate acquaintance with or fondness for what the books contain. A friend of ours whose vocation leaves him little time for reading was recently displaying his fine sets of English authors, purchased one after another in richly bound editions, when we chanced to inquire whether he enjoyed Smollett, whose complete works in sumptuous dress presented an imposing platoon on their shelf. The reply, prompt and unconcerned, indicated that he had no acquaintance whatever with the voluminous Tobias, and apparently had no intention of cultivating one.

How different from this was book-loving Charles Lamb's way of acquiring a library! Every volume had its birth in his mind and desire before it took material form on his shelves. An old author, hungrily devoured with his eyes in the window of some second-hand bookshop, or perhaps all but read through in snatches as he daily passed a favorite bookstall, would become, in process of time and when the purchase money could be spared, the prized possession of the East India House clerk, who, with his sister perhaps to share his joy and pride, would triumphantly bear the coveted treasure home and there revel at leisure in its delights. In somewhat the same gradual and characteristic fashion did Edward Fitzgerald get together the modest collection of books whose disorderly array and hard usage testified to his visitors how much more he cared about reading his favorites than about displaying them as a part of the furniture of his house. The ruthless plucking-out of such portions of his books as displeased him added no little to their disreputable appearance; but what cared he for that? Even Southey, literary hack though he was forced to become, had probably read and enjoyed every volume in his book-packed hermitage at Keswick. Though his copious reading must

have usually had an end in view, he would doubtless have read about as much for the mere love of reading had he been able to afford himself that luxury.

Unhappy is the lot of those whose literary inclinations tend in one direction, and whose real or supposed duty points them to other fields of study or reading. The bishop whose surreptitiously enjoyed novel must be hurriedly thrust into a drawer when a knock sounds on his study door, and his countenance composed to the seriousness of the early Christian father open on the desk before him, is living a divided life and in peril of most unepiscopal discomfiture. Better for him to thrust his early Christian father into the drawer, if his theological studies are a mere pretense, and fearlessly and openly to continue the reading of his fascinating novel, exclaiming with Crabbe (in "The Library," was it not?)—

"Go on! and while the sons of care complain,
Be wisely gay and innocently vain;
While serious souls are by their fears undone,
Blow sportive bladders in the beamy sun."

The reader, like everyone who desires peace of mind, must follow Matthew Arnold's advice and resolve to be himself, knowing that "he who finds himself loses his misery."

It has been said that some read to think, some read to write, and some read to talk; but whatsoever the purpose—the building up of mental tissue, the making of other books, or the exhibition of intellectual brilliance—it may often occur that he who comes to his reading with a purpose remains to read for pleasure, while he who reads at first merely to pass the time may find himself suddenly seized with an interest in some field of study casually suggested by the book of entertainment before him. Not seldom, too, does he who reads with no professed object but the enjoyment of reading acquire in the end more real culture, more uplifting of the spirit and refining of the taste, than he who starts out with this praiseworthy end in view.

Thus, between the purposeful and the purposeless, the readers for pleasure and the readers for profit, the serious and systematic students and the carelessly joyous book-tasters, it ultimately comes about in this best of all possible worlds (or best of all actual worlds that we are acquainted with) that the enormous yearly product of our printing-presses contrives, for the most part, to get itself read, somehow and somewhere. Or even if a part of it gets no farther than the library bookshelves, and not into any actual reader's hands, that is still something, since the always possible future reader may at any moment become actual, and it is for the possible as well as for the actual reader that librarians feel themselves bound to provide. There is more joy in a library over one applicant for Charles Lutwidge Dodgson's "Curiosa Mathematica" than over ninety and nine clamorers for Lewis Carroll's "Alice in Wonderland."—*The Dial*.

AFTER loading the magazines into freight cars, this thing of sending the rest of the mail by airship makes it look as if Frank Hitchcock was rubbing it in.—*Washington Post*.

OWNERSHIP OF UNPUBLISHED MANUSCRIPTS.

Special correspondence to the Publishers' Weekly.

TORONTO.—The Supreme Court of Canada has recently handed out a decision which is of exceptional interest to authors and publishers as bearing on the ownership of unpublished manuscripts. To understand its significance, an outline of the history of the case might be given. Several years ago a publishing house in Toronto—Morang & Company—projected a set of books, to be known as *The Makers of Canada Series* and to consist of a number of lives of men prominently associated with the history of the country. Among the authors selected for the task of compiling the series was W. D. LeSueur, an Ottawa man of letters, who was entrusted with the preparation of the life of Count Frontenac. Mr. LeSueur wrote this life and it was published in due course in the series.

Meanwhile an intimacy had sprung up between Mr. LeSueur and George N. Morang, president of the Morang Company, which led to the former's appointment as one of the editors of the series, and further he was prevailed upon to undertake the delicate task of writing a life of William Lyon Mackenzie, one of the most debated characters in Canadian history. Mr. LeSueur set to work on Mackenzie's life with great fearlessness, completed it and received \$500 for his work as arranged. Meanwhile Mr. Morang had, it seems, been approached by some descendants of Mackenzie, who persuaded him that LeSueur's life was too severe on its subject and that it would be inadvisable to publish it. The publisher accordingly notified the author that he could not use his work.

Mr. LeSueur thereupon sent a check for \$500 to Mr. Morang and asked for the return of his manuscript, he having very shortsightedly neglected to retain a copy. Morang sent back the check, but declined to hand over the manuscript, and proceeded to have another life of Mackenzie prepared for his series. LeSueur was naturally angry and at once took legal steps to compel the publisher to restore his manuscript. The case was taken into court, and carried ultimately to the Supreme Court, at Ottawa, which has now decided that Morang must deliver the manuscript to the author. It has not yet been decided whether leave will be asked to appeal the case to the judicial committee of the Privy Council, in London, the highest court in the empire.

The publisher's argument was that he had bargained with the author for a life of Mackenzie, and that, having paid him as agreed for his work, the manuscript was therefore his property to do with as he liked. On the other hand, the author contended that the complete recompense for his work was not merely the pecuniary acknowledgment, but that he also looked for compensation in the way of increased reputation, which could only be had from the publication of the work. He believed that this was rightly his for work conscientiously and competently done. A majority of the judges of the Su-

preme Court took this view of the case. Of course, it is tolerably well known that Morang is acting in the matter in the interests of the Mackenzie family. W. A. C.

THE "BEST SELLER PROBLEM."

EDWARD CLARK MARSH, of the Macmillan Company, agrees with Robert Sterling Yard, according to a little symposium on the subject in the *New York Sun*.

"It is quite possible," he said, "that the cost of advertising, large royalties paid to authors and other expenses may cut down the sales profits to such an extent that the figures will be almost unbelievably small. There are, of course, two kinds of best sellers, one that endures for a day, so to speak, and another that continues to be a good seller for several years after its career as a best seller is over. Mr. Yard is quite correct in his assumption that the backbone of every publishing house is its list of books for which there is a steady demand year in and year out. We are bringing out this fall a new book by Winston Churchill. I won't say we don't want it to be a best seller, because we do, but even if it should not turn out that way, we are assured in advance that the book will be a success not only from a financial point of view but also as a matter of list value.

"It would be obviously insincere for any publisher to pose as deliberately avoiding best sellers. It is true, however, that there are other considerations which influence very strongly in the consideration of a manuscript. I think I can say honestly that we would be very reluctant to publish a book that we considered unworthy from a literary point of view or any other simply because it possessed certain elements of sensationalism or eccentricity of style which would lead one to prophesy for it a big sale. This attitude must not be interpreted as a priggish assumption on our part of moral superiority, of engaging in the publishing business merely on an 'art for art's sake' basis, or anything of the sort. It is simply a sound common sense policy.

"In the last analysis the value of a good list is almost inestimable to any publishing house. Trashy ephemeral books, despite the profits that may be obtained from their big sales during the short period of their transient popularity, weaken the list to such an extent that they sometimes compromise the dignity of a house and effect in the end actual financial loss. You will find that this is the consensus among publishers of recognized standing."

Frank Scott, of the Century Company, confessed that even aside from the question of profits he rather liked the excitement of a best seller.

"There is a certain appeal to the dramatic instinct in the circumstances attending the career of a best seller," he explained, "which have an exhilarating effect upon the ordinary routine of business life. I would be glad to have at least two a year. They really don't interfere at all with the steady list if they are properly managed, and they seem something in the nature of a windfall."

Frederick Hood, of the Baker & Taylor Company, says the best seller is one of the most difficult problems to deal with from the distributor's point of view.

"A best seller is the hardest thing in the world to pick," he said, "and it is about the most variable quantity under the sun."

"But what is the best seller?" he was asked.

"I can't give you a guaranteed record of the day's book shop business for the whole United States," he replied with a slight smile, "but our reports show that from September 25 down to a day or so ago 'The Winning of Barbara Worth,' by Harold Bell Wright, was far in advance of its nearest competitor. It also headed the list during August, although during the first three weeks of September it dropped to second place, its successful rival being Chambers's 'The Common Law.'

"Queed," by Henry Sydnor Harrison, headed the list in July, and that is the book which from all present indications will be the best seller for November and December. But the whole thing is as uncertain as New England weather. A book that no one has as yet heard of except as an item on a publisher's list may suddenly leap into the limelight to the utter confusion of critics and order lists."

NEW ELECTROTYPING PRICES IN NEW YORK.

NEW YORK printers have received from the Employing Electrotypers of New York the following notice:

In consequence of a very large increase in wages and in the cost of all materials entering into the making of the electrotypes, a new scale of prices has been found necessary in order that we may continue in business.

The scale of prices herewith will be in force November 1, 1911. We trust that the necessity of such a change will be duly appreciated and meet with the approval of the trade.

Accompanying the notice was the new standard electrotypes scale of prices. In comparison with the old scale it is as follows:

Classification	Old Scale.	New Scale.
Minimum electro.....	15c	23c
Jobs containing half-tone, sq. in. 2c		50 pct. extra
Book plates (unblocked), sq. in. 1 1/2c		1 1/2c. sq. in.
Book plates (blocked), sq. in. 2c		2c sq. in.
Binders' stamps (minimum).....	30c	46c
Nickeltyping, sq. in.	4 1/2c	25 pct. extra
Time work, per hour.....	80c	1.00 per hr

The new scale provides for a charge on all chases loaned. Proofs furnished with plates will be charged for at time rate, as will joining rules, building out, and routing and registering color plates. The minimum charge for a wood mortise is 20 cents; for metal, 40 cents. Notching on wood will be charged at 12 cents minimum; on metal, 20 cents. Lockup will be charged for at time rates. The charge for lead moulded electrotypes is 1/4 cents per square inch unblocked, and 5 cents blocked.

LA BIBLIOGRAPHIE FRANÇAISE.

H. LE SOUDIER, Paris, has sent us the second volume of his "Bibliographie Française du Vingtième Siècle," which he is publishing

in five yearly installments. The first, covering from 1900-1904, appeared in 1907; the present volume, in two parts, covers French publishing from 1905-1909. M. Le Soudier is the first French compiler to unite author, title and subject entries under one alphabet, and most careful and clever work has been put into his cross-reference entries. The literature of France for the first ten years of this century on any subject can be traced by students with the most incomplete information beyond the subject treated. From five to twenty entries are often given to notable books, and the catalogue is really a valuable work of research and information as well as a book-finder for dealers. Such scholarly work takes time, and the periods between the appearance of the five-yearly issues may seem long. But since 1895 M. Le Soudier has edited the weekly book-list of *Le Memorial de la Librairie Française*, which is cumulated monthly and yearly and forms the foundation of the "Bibliographie Française," and the connecting link between the larger volumes. Only those who know the art of indexing can appreciate the remarkably fine work accomplished by our French colleague. This volume sells at 75 fr. (\$15), and no library or foreign bookseller should put off ordering it.

LORD ROSEBERY CALLS LIBRARIES "BOOK CEMETERIES."

LORD ROSEBERY last week, on opening the new building of the Mitchell Library at Glasgow, which was founded in 1877 and designated to accommodate 400,000 books and 600 readers, said:

"I am filled with a hideous depression at this enormous book cemetery—cemetery because, after all, most of the books are dead. There is no man who can grapple with the libraries of these days. The late Lord Acton was one of the most learned men. He had collected a library of some 50,000 volumes—a private library—and he was said to read, mark, learn, and inwardly digest one thick German octavo volume every day of his life; but even Lord Acton could have produced no effect by his reading on the stores of the Mitchell Library, and therefore I cannot help feeling that so enormous a collection has rather a stupefying and paralyzing than encouraging effect."

Commenting on Lord Rosebery's speech, which has been taken very seriously in some quarters and has created no little discussion, Edmund Gosse wrote to the papers: "I confess, without the least wish to startle, that I think the time has come for regulating the immense public distribution of books. The mixed and doubtful blessing of the Carnegie libraries scattered all over the country has made the superfluity of printed matter an absolute nightmare.

"We have to grope for the needle of literature in an ever-increasing haystack of rubbish.

"Let me have the audacity to say that I am in favor of an enormous destruction of printed books. I believe in selected and concentrated libraries. Something must be done in that sense. We must start a tendency to-

ward concentration and selection, or else the librarians will go mad and the public, face to face with these gigantic masses of rubbish, will give up reading altogether.

"Why should the printed book be considered a sacrosanct object? Why should it not enjoy its hours and days of usefulness and then disappear?"

In conclusion Mr. Gosse writes:

"I am told that the Caliph Omar's burning of the Library of Alexandria has been proved to be a fable. I am sorry to learn it, for we need just a precedent of that kind."

Of course this whole subject of weeding out is by no means new and has engaged the attention of library authorities for many years. The question is such a knotty one that no central body of experts could be constituted and no code of rules formulated to deal with it.

Every library is a law unto itself in regard to the selection of books. The whole matter turns on the question, What is a useless book? Who is to decide?

BINDING MAGAZINES WITHOUT WIRE OR THREAD.

SUBSCRIBERS to *World's Work*, the *Ladies' Home Journal* and *Everybody's Magazine* have become acquainted with the new style of binding by which copies of the magazines are fastened together without wire or thread in such a manner that they can be opened flat. Machines for the purpose are made by the T. W. & C. B. Sheridan Company, New York City.

The use of this machine for the binding of magazines represents perhaps the most important improvement ever made in the history of pamphlet binding. The "Perfect Binder" automatically binds and covers a magazine or pamphlet in one operation, entirely dispensing with the use of wire or thread, and at the same time turning out a flat-opening book.

The signatures, after they leave the gathering machine, are taken direct to the binder, where they are placed in an automatic feeding device, which accurately places them in the travelling jaws. These jaws carry the book first to the knives, which cut the back off, then to the sawing device, which roughs up the edges of the pages. From there the book is carried to the gluing apparatus, where the back is thoroughly covered with glue. It is then carried to the crash device, which automatically cuts and places on the back a strip of crash. It is then passed on to the covering device, where the cover is taken up and held in place by the glue that is pushed through the crash. The book is then carried to the cover breaker, which smashes the back and thoroughly forces out all the air, at the same time forming the hinge on the cover. The magazine is then finished and is automatically knocked out of the jaws to the delivery table.

At the plant of the Curtis Publishing Company there is attached a specially designed gatherer, which gathers the signatures and automatically conveys them to the "Perfect Binder."

L. C. PAGE & COMPANY WIN SUIT.

L. C. PAGE & COMPANY brought suit in New York City two years ago to recover \$574.87 from Robert E. Sherwood for a bill of books sold said Sherwood. When the case was tried in the Municipal Court a verdict was returned for the defendant on the sole ground that the plaintiff had no license to do business in New York state, other points being ignored. The Appellate Term reversed the judgment based upon this technicality and upon a new trial the plaintiff recovered the amount sued for. When the case came before the Appellate Term again it reversed the judgment and dismissed the complaint.

Last Friday week the Appellate Division of the Supreme Court reversed the Appellate Term and reinstated the judgment in favor of L. C. Page & Company. Justice Clarke, writing the opinion, said that the plaintiff has no place of business here, but from time to time its president, who was at the head of the selling department, would come here with a sample line of the firm's books, and take orders at a hotel. No other business in connection with the selling of the books was done here.

The Appellate Division holds that the case presented is that of orders obtained by travelling salesmen upon the exhibition of samples, and that the transactions enumerated do not amount to doing business in the state without complying with the general corporation law.

The text of the decision in part is:

The plaintiff is a Massachusetts corporation. Its office and principal place of business is at Boston, Mass. It is a publisher of books; its books are manufactured and printed in the State of Massachusetts. At the time of the transactions in question, and for many years prior thereto, it had had no office or place of business in the city or state of New York, but from time to time its president, who was the head of its selling department, and another of its salesmen would visit the city of New York, put up at one of the hotels, show samples of its goods and would take orders from buyers, which orders were sent by mail to the defendant at Boston, where the treasurer of the company passed thereon, and especially in cases where credits were sent in by the travellers. All of the customers who testified to these transactions also said that they also on occasions ordered directly by mail from the Boston office, as well as made their purchases in person at Boston. The books were shipped from Boston upon these orders, except that in a few instances where certain of the samples had been purchased and occasionally, and in a very small percentage of other and previous transactions where plaintiff had procured certain of the goods to be bound in binderies in the city of New York, there had been deliveries from said binderies to the purchasers. Defendant had never had a bank account in the State of New York.

We are satisfied that the case presented is that of orders obtained by travelling salesmen upon exhibition of samples, and that the transactions enumerated did not constitute doing business within the State of New York within the meaning of sections 15 and 16 of the General Corporation Law.

Justice Laughlin dissented.

COLUMBIAN-HAMPTON'S FUTURE
IN DOUBT.

THE first steps in a movement which it is hoped will save the *Hampton-Columbian Magazine* were taken Thursday, when the stockholders and creditors of the concern held separate meetings.

As a result of the meetings creditors agreed to be as lenient as possible in pressing their claims. The stockholders promised to do what they could through a committee which they appointed to raise enough money to tide the magazine over its troubles.

By an assessment of 10 per cent., which the stockholders may or may not pay, it is hoped to raise \$300,000. If this amount can be obtained the December number of the magazine can be printed, and officers of the company are satisfied that its future will be assured. If the money is not forthcoming, the receiver, A. Gordon Murray, will proceed with the sale of the property at an early date.

It will be some weeks before a complete report of the assets and liabilities of the *Columbian-Sterling Publishing Company* can be compiled. It is reported that many payments for advertising and subscriptions are being received.

Judge Holt has authorized Mr. Murray to issue receiver's certificates for \$50,000 to raise money to get out the November issue.

It is stated that very shortly there will be a complete reorganization of the staff.

Benjamin B. Hampton has issued a circular in which he intimates that the troubles which his magazine venture has got into with the federal courts were brought about, as a matter of revenge, by the agents of a corporation which he had attacked.

Mr. Hampton adds he invested all of his capital, amounting to many thousands of dollars, and he denies that he received \$500,000 from any one as his share of the sale of any of the magazine stock prior to or after the consolidation of the *Hampton* and *Columbian Magazine* interests. Intimations that the stock of the magazine corporation had been manipulated for private gain, Mr. Hampton asserts, "are an outrageous distortion of facts."

THE NATION'S MONEY.

THE government's circulation statement for October 1 shows that the country's stock of money of all kinds has again been pushed up to a new record amount, and that the total of money in circulation is also greater than it ever has been before. In round figures we have \$3,250,000,000 of money in circulation, besides \$356,000,000 in the treasury, held as assets of the government. The amount of gold in the country has climbed to a new record.

The National City Bank two weeks ago called attention to the fact that the government holds in its vaults the greatest hoard of gold the world ever got together. On October 1 the total of this gold was \$1,187,629,516. The Imperial Bank of Russia, which guards the next largest hoard, held \$640,000,000 in gold in September, and the Bank of France \$640,000,000. The Bank of England had about \$200,000,000. Of the gold in our treasury, the amount of gold bullion held in trust and not regarded as assets of the government, amounted this month to \$1,002,070,669, something over 200 tons of the yellow metal reserved for the redemption, upon demand,

of \$1,002,070,669 of gold certificates; \$930,126,029 was out of circulation on the first of the month. There was \$780,693,306 in gold coin, of which \$595,134,459 was out in circulation.

The bank note circulation total outstanding among the people was also the largest on any October in history, and indicates that last December's record figure may be outdone at the turn of the year.—*Geyer's Stationer*.

POSTAL MATTERS.

LOW ESTIMATE FOR DEPARTMENT'S NEW YEAR.

MR. HITCHCOCK is the first cabinet officer to complete his annual estimates of appropriations. He asks for \$260,938,463, an increase of only \$2,585,740 over the appropriations for the current fiscal year. This is the smallest percentage of increase on record.

Incidentally he comes out squarely for a parcels post by including an appropriation of \$50,000 to cover the preliminary expenses of establishing a parcels post on rural mail routes, and an equal amount to start the parcels post in the city delivery service.

His belief is that after the initial expenses of establishment are defrayed and the parcels post is in full swing on rural routes, it will not only bring in sufficient revenue to meet the cost, but also a surplus that can be utilized in paying the expenses of a parcels post in the city delivery service. He recommends a \$50,000 appropriation for the latter service in order to cover expenses to be incurred before the system is in full operation.

In addition to these two items, he wants another \$50,000 to cover an investigation of the plan to establish a general parcels post on all railway and steamboat routes. By including these three items Mr. Hitchcock will submit to Congress the parcels post proposition, to be later passed on separately by the postal committee of the House and Senate. He is confident that legislation authorizing a parcels post in some form will be passed at the coming session of Congress.

Another item in the estimates for the first time is one of \$50,000 to cover experiments in the delivery of mail by aeroplane. Mr. Hitchcock believes that under certain conditions it will be possible in the near future to use the aeroplane to good advantage in the delivery of mail.

Still another item indicating the progressive policy of the department is one of \$50,000 for the purpose of time and labor-saving mechanical devices for use in post offices. An item of \$10,000 is added to be expended in giving rewards to postal employees who invent improved mechanical appliances that accelerate the handling of the mails.

REVIEW OF REVIEWS DENIED.

JUDGE WARD, of the United States Circuit Court, denied the motion for an injunction by the Review of Reviews Publishing Company to restrain the Post Office Department from enforcing the rule by which publications issued at intervals longer than bi-week-

ly were to be transported by fast freight instead of by mail trains.

In refusing to grant a preliminary injunction pending a decision on the action brought by The Review of Reviews Publishing Company, Judge Ward pointed out that the government has transported second class mail matter for many years at a great annual loss. The new rule, he said, would save to the Post Office Department \$1,400,000 this year, and, according to the estimate of Postmaster-General Hitchcock, \$3,000,000 next year. The department had a right to reduce its loss by establishing this rule, Judge Ward said, because it cost the government eight cents a pound to carry magazines, and much more to transport them to points on the Pacific Coast.

That a distinction was made in favor of publications issued at short intervals lay in the fact, he added, that monthly magazines were sent over great distances, while the radius of distribution for weekly publications seldom exceeded 500 miles, and that for dailies 250 miles on the average.

Judge Ward said:

The Postmaster-General cannot exclude from the mail as second class what is in fact second class matter, nor can he refuse to deliver mail matter to the addressee unless expressly authorized by Congress to do so, and of course he cannot charge more than the legal rate of two cents a pound for carrying second class mail.

The order under consideration does neither of these things. The complainant's mail matter is carried as second class and at second class rates. The order requiring it to be transported in the third contract section, by fast freight instead of fast mail, seems to me reasonable. If the Postmaster-General, unfairly and from an improper motive, were to relax the order as to certain periodicals, which is the intimation, no court could be expected to correct this unfairness by striking down a reasonable order, and likewise it would be no ground for securing to the complainant an improper exemption. Such a preference would be a pure matter of administration to be corrected by the President or, if necessary, by impeachment. It would not be a denial of the equal protection of the laws to the complainant in violation of the Fifth Amendment of the Constitution. The motion is denied.

CORRESPONDENCE.

CUTTING NET BOOKS.

BURLINGTON, VT., Oct. 20, 1911.

To the Editor of *The Publishers' Weekly*.

GENTLEMEN: Previous to five years ago we carried in stock an average of \$20,000 worth of miscellaneous books—a stock second to none in the United States in a town the size of Burlington. We kept the book department entirely separate, and owing to the cutting of prices, selling miscellaneous books at \$1.08, and billing out to libraries at one-third and five, the results were not satisfactory. We disposed of, at a good deal of a loss, practically our entire stock, retaining out of the sale simply the new fiction, and we have been carrying practically nothing but new fiction since.

The writer attended the Booksellers' Convention in New York this year, and came home determined to establish again a bookstore that would be a credit to the town and the firm of Hobart J. Shanley & Company. He placed liberal orders at that time for all of the new fiction, distributed advertising

matter as formerly, availed himself of all the helps that the publishers would supply, feeling that the rules governing the "net" system had done away with the cutting of prices, but you will realize that such is not the case when we inform you that the Combination Cash Store, of this city, are selling all of the new fiction, regardless of the list price, at \$1.08. We have on our desk in the office here copies of "The Harvesters," "The Winning of Barbara Worth," "The Carpet from Bagdad," "The Long Roll" and "The Ne'er Do Well," that our agent bought in their store, and the books are plainly marked \$1.08, and notwithstanding the fact that we have written all of the publishers and made every effort possible to put a stop to it, we find ourselves perfectly helpless. We are under the impression that all of these different publishers have written them, but they still continue to sell the books at the price above stated, \$1.08.

We would greatly appreciate a letter from THE PUBLISHERS' WEEKLY advising as to what course they think best to pursue under conditions existing as above described.

Thanking you in advance for any possible assistance you may be to us in this matter, we beg to remain,

Very respectfully yours,
HOBART J. SHANLEY COMPANY.

TRADE ASSOCIATIONS.

CLEVELAND BOOKSELLERS' AND STATIONERS' CLUB.

THE annual meeting of the Cleveland Booksellers' and Stationers' Club was held in its club rooms in that city on Thursday of last week, at which time the following officers were elected: R. H. Barker, of S. W. Barker Sons, president; J. A. Goldstein, of Burrows Bros. Company, vice-president; John J. Wood, of the Korner & Wood Company, secretary-treasurer. The executive committee is made up of C. K. Bittchosky, Office Supply Company; W. J. Petty, Forman-Bassett & Hatch; R. B. Sanders, F. W. Roberts Company; M. H. Barnes, the Brooks Company, and J. A. Goldstein, Burrows Bros. Company.

OBITUARY NOTES.

RICHARD KENDALL MUNKITTRICK, who made a name for himself as a writer of humorous verse, died last week at Stamford, Conn. He was born in Manchester, England, fifty-nine years ago, and was educated in this country. From 1881 to 1889 he was a staff writer for *Puck*, and from 1901 to 1905 served as editor of *Judge*. In addition to his writings for various periodicals, Mr. Munkittrick was the author of "The Moon Prince, and Other Nabobs," "New Jersey Arabian Nights," "The Acrobatic Muse" and "The Slambangaree."

LOUIS R. EHRLICH, collector and dealer in old paintings, of New York, who died in London, October 23, was almost as well known as a writer on finance and economics, and an advocate of civic reform, as he was

as an art expert. His activities in favor of free trade attracted attention not only in this country but abroad, and in 1908 he was delegate to the International Free Trade Congress, at London, and again in 1910 he attended the International Free Trade Congress of Antwerp. A year ago he was elected president of the American Free Trade League, a position that he held until his death. Mr. Ehrlich was born in Albany, January 23, 1849, and was a graduate of Yale University. "The Question of Silver" and many contributions to reviews in defense of the gold standard are among his best known writings.

ALFRED BINET, the French psychologist and originator of the Binet test for determining the mental age of children, died in Paris on Friday, October 20. He was 54 years old. He was the director of the psychological laboratory of the Sorbonne and editor of the scientific paper, *L'Anne Psychologique*. Mr. Binet was best known for charting a practical standard of knowledge that, from his experiments, he found children between the ages of three and fifteen years should possess, and a list of questions children under each age should be able to answer. The Children's Society here adopted the Binet method recently to determine the mental age of defective children. Among his recent books which have been enthusiastically received by scientists are "L'Âme et le Corps" (Soul and Body), "Les Idées Modernes sur les Enfants" (Modern Ideas on Children), and "Les Revelations de l'Écriture d'après un Contrôle Scientifique" (Revelations of Handwriting Under Scientific Control).

PERIODICAL NOTES.

FRANK A. MUNSEY is starting in Washington the Munsey Trust Company, a \$2,-000,000 banking institution.

THE September issue of Grosset & Dunlap's house organ, the *Business Promoter*, was a "theatrical number." It consisted chiefly of short summaries of books like "Seven Days," "The Garden of Allah," "The Goose Girl," "Madame X," etc., which are just now current as plays, together with the routes of such plays now "on the road," and theatrical notes and hints useful to book-sellers.

AMONG the special articles in the November *Bookman* of general and timely appeal are those on "Our Endangered Aristocracy," by C. M. Francis; "The Case of Monna Lisa," by Baron Bernardo Quaranta Di San Severino; and the eleventh paper by Catharine Frances Cavanagh, "Strange Stories of the Court of Claims," in her "Stories of Our Government Bureaus." To those interested in music, "Chopin Among the Novelists," by Edna Kenton, and "The Romantic Life of Liszt" (illustrated), by Francis Gribble, will be especially attractive. This issue initiates a new series, "Bibliographies of Younger Reputations," by Lenox Astor, Arnold Bennett being chosen for the first; and Clayton Hamilton discusses "The Plausibility of Plays."

The Athenaeum recently changed hands, coming under the ownership of John C. Francis and John Edward Francis, the son and grandson respectively of the Francis, who was associated in the business management of the paper for over fifty years. *The Athenaeum* is eighty-three years old, having been founded by James Silk Buckingham in 1828. In 1831 Charles Wentworth Dilke acquired control and it was he who "made" the journal. Boldly cutting the price in two, he increased its circulation six-fold, and securing for editors such men as T. K. Hervey, 1846-53, and Hepworth Dixon, 1853-70, he made the paper a power. Dixon remained editor until 1870, when he was succeeded by Norman Maccoll, who resigned on account of failing health at Christmas, 1900, when he in turn was succeeded by the present editor, V. H. Rendall, who had for some time previously been associated with him in the editorship. Sir Charles Dilke, grandson of C. W. Dilke, and owner of *The Athenaeum* since 1870, died this year. By the terms of his will *The Athenaeum* was left in trust, with provision that the Francis family might buy up, which they have done.

PERSONAL NOTES.

GAYLE BURLINGAME, formerly with Wm. F. Gable & Company, of Altoona, Pa., is now assistant buyer for Younker Bros., Des Moines, Ia.

MISS AUGUSTA M. HOPKINS, for the past five years with C. A. Brewster, of Troy, N. Y., is now buyer for W. M. Whitney & Company, of Albany, N. Y.

SHANE LESLIE, of the Gaelic League in Ireland, came to this country last Wednesday to lecture on Irish literature and history. This is his first visit to the United States.

WALTER B. WENTWORTH, for many years connected with the Old Corner Book Store, and later with H. M. Upham, of Boston, is now associated with the W. B. Clarke Company, of Boston.

B. W. WILLETT has resigned the managing directorship of Kegan Paul, Trench & Trübner, and has accepted the post of manager to John Lane, Herbert Jenkins having resigned his position at the Bodley Head.

J. H. NASH, for some years typographical book designer with Paul Elder & Company, San Francisco, has become a member of a new San Francisco publishing company to be known as Taylor, Nash & Taylor.

ANNOUNCEMENT was made last Saturday by *Collier's Weekly* that John O'Hara Cosgrave, for ten years managing editor and editor of *Everybody's Magazine*, had accepted the position of managing editor of *Collier's*.

GEORGE MIDDLETON's engagement to Miss Fola La Follette, daughter of Senator Robert La Follette, has recently been announced. Mr. Middleton is the author of "Embers and Other One-Act Plays of American Life," just published by Henry Holt & Company.

SAMUEL A. JENKINS, New York and Eastern representative of Grosset & Dunlap Publishing Company, underwent a successful operation for appendicitis at Roosevelt Hospital last week. He hopes to return to business about the middle of November very much improved in health.

NELSON DOUBLEDAY, a son of Frank N. Doubleday, had a rather hair-raising experience on his first ride in an aeroplane recently. He went up with Tom Sopwith, the English flyer, and as they were circling the field a nut worked loose from the controlling lever and the machine dropped rapidly. Sopwith had observed the loose nut and had dropped from the 300-foot level to a height of 50 feet before he lost control. The machine landed astride a picket fence, and while the pickets protruded through the plane, neither of the men was hurt.

LITERARY AND TRADE NOTES.

It is rumored that C. Arthur Pearson, owner of the London *Express* and financially interested in other publications, is to retire owing to ill health.

NEXT week the Macmillan Company will have ready "The Healer," by Robert Herrick, a book tensely elemental, shearing through the complexities of modern society to lay bare deep-set realities.

AN old-fashioned love story told with new-fashioned brightness, is Kate Trimble Sharber's "At the Age of Eve," which the Bobbs-Merrill Co. have now ready. Paul Meylan has drawn an attractive frontispiece for the book.

BROWN BROTHERS' of Philadelphia publish November 20 "For a Night," a novel by Emile Zola, a work unfamiliar to the American public. The book contains two other typical Zola stories, "The Maid of the Dawber" and "Complements."

"THE FAMILY; a Story of Forgiveness," from the play of Robert Hobart Davis, by Edward Marshall, published by G. W. Dillingham Co., is a tale of a New England maiden's weariness of dull village life and her determination to be free from it.

G. P. PUTNAM'S SONS report the continued sale in large numbers of Florence Barclay's "The Rosary." 350,000 copies have been sold, 150,000 of "The Mistress of Shenstone," author's second book, while of "The Following of the Star," just published, 105,000 have been sold.

ARNOLD BENNETT will issue yet another novel this fall with the imprint of the George H. Doran Company, entitled "The Man from the North." In this the life which Mr. Bennett has so aptly described in the "Five Towns" is exchanged and compared with life in the metropolis.

EDMOND FOULE, the celebrated Parisian collector of works of art, whose mansion in the Rue de Magdebourg is really a museum, sold last week to J. Pierpont Morgan

his fine collection of books, prints and engravings relating to decorative architecture and ornamentation, chiefly of the sixteenth and seventeenth centuries.

MISS EDITH WHERRY, whose first novel, "The Red Lantern," published by John Lane Company, was pronounced the best picture of the Far East yet presented, was married recently to Dr. H. S. Muckleston, of Montreal, Canada. "The Red Lantern" has just been published in England, and the critics there are praising it unreservedly.

THE delightful unpublished letters of George Borrow, addressed to the British Bible Society, are to be brought out immediately. It is stated that there are more than a hundred of them and that they "are written with the vivid force and peculiar charm which were his secret." They describe his experiences in Russia and Spain.

A STORY of King Alfred and the Danes—the first long poem written by Gilbert K. Chesterton—has just been published in England and will appear in this country in October bearing the John Lane Company imprint. The London *Nation* says that it is by far the best and most important thing that Mr. Chesterton has done, and will live very much longer than any other of his writings.

LONGMANS, GREEN & COMPANY have just issued "Memories and Studies," by William James, a collection of popular addresses and essays which Professor James had intended to republish, but death prevented the carrying out of his intention. His son, Henry James, Jr., has therefore edited the present volume, which he believes substantially fulfills his father's wishes.

THREE additions to the *Outing Handbooks* published by Outing Publishing Company, are "Wing and Trap Shooting," by Charles Askins; "The Horse: His Breeding, Care and Use," by David Buffum; and "Exercise and Health," by Dr. Woods Hutchinson. All three books are clear, concise treatments of their subjects written from a popular rather than a technical point of view.

A NOVEL by one of the colored race is published to-day by A. C. McClurg & Company. This is "The Quest of the Silver Fleece," by William E. B. Du Bois, a story laid in the South and Washington, that not only shows the struggles—often against impossible odds—of the negro who desires to develop his personality, but shows the economic roots of many of the injustices which stand between the negro and the open sky of real freedom.

GERMAN admirers of the author of "Soll und Haben" are asking for funds to raise a memorial to his memory in his native town of Kreuzberg in Upper Silesia. Gustav Freytag has, like no other, drawn in vigorous pictures the rise of the German people. In the old German town, which more than 600 years ago was founded by the Knights of the Red Star and the German colonists, the memorial will be erected, and in the year 1916, to celebrate the 100th return of Gustav Freytag's birthday, be unveiled.

THE BALL PUBLISHING COMPANY call especial attention to three of their fall books. These are: "The Camel and the Needle's Eye," by Arthur Ponsonby, M. P., who was first private secretary to the former Prime Minister of England, Mr. Bannerman (the book treats of the unequal distribution of wealth); "The Kasidah of Haji Abdu El-Yezdi," translated by Sir Richard Burton, is a Persian poem after the style of "Omar Khayyam"; and "The Blew Book," by Augusta Wind, a volume of amusing limericks illustrated by Jack Goss.

FOR a generation Andrew Lang has delighted the children, and grown-ups too for that matter, with his fairy books. The "All Sorts of Stories Book," announced by the Longmans for this Christmas, is the twenty-third annual. This is of a new sort, for the tales are of many different kinds. Some are true, like the history of the man who met in America the other man whom he had seen hanged for murdering in England. Then we have several stories of adventure that happened to historic personages, besides stories of treasure hunts, Greek mythology, wild witches and red Indians.

A BOOK of particular interest to all loyal Americans, and to New Englanders in particular, has just been published by L. C. Page & Company, Boston. This is "The Romantic Story of the Mayflower Pilgrims," by Albert Christopher Addison, the well-known English historical writer. Forbes Lindsay's new volume on "Cuba and Her People of To-day" will be issued by L. C. Page & Co. early in November. In scope and treatment the new work is not unlike Mr. Lindsay's "Panama and the Canal To-day," which volume, by the way, according to the New York State Library records, was a leader among the fifty best books issued during 1909.

AN important work on the "Laws of Japanese Painting" by Henry P. Bowie is to be published December 1 by Paul Elder & Company, San Francisco. Mr. Bowie studied in Japan under the most celebrated Oriental masters for over nine years and gained great distinction in the art. His work will give most valuable hitherto unpublished information. The volume will be profusely illustrated with, among others, a series of over 50 reproductions of original studies demonstrating the laws on the lines of the garment, on dots for trees and grasses, on rocks and ledges, on water, birds, bamboo, orchids, lines and curves for trees and rocks, etc.

WITH Mayor Gaynor and Henry van Dyke as the principal speakers, a bronze statue of William Cullen Bryant, heroic in size, was unveiled last Tuesday afternoon in Bryant Park, New York City, at the western face of the new Public Library. The statue, the work of Herbert Adams, is within a few feet of the library, and from a marble pedestal and a bronze armchair overlooks the park. It is the gift of the Century Association, and the veil was drawn by Miss Frances Bryant Godwin, a granddaughter of

Parke Godwin, long associated with Bryant in the editorship of the New York *Evening Post*, and a great-granddaughter of the poet himself.

THE seventeenth annual issue of "American Book-Prices Current," being a record of books and autographs sold at auction in New York, Boston and Philadelphia during the season of 1910 and 1911, is in the printers' hands. As it records the greatest auction sale of books that has ever taken place either in this country or abroad (Robert Hoe library), the volume for this year will be of most unusual interest and value. Other sales of note are the Klein, Stedman and Clemens (Mark Twain). The work has become a recognized necessity to almost every librarian, and to every one who owns, buys or sells books of any value. Last year's issue was sold immediately after publication.

"THE TARIFF IN OUR TIMES," by Ida M. Tarbell, which the Macmillan Company has just issued, is a work that shows what we have done with the tariff since the Civil War, why we have done it, and what the results have been. The treatment employed is that of a historical narrative. Each tariff bill from the Morrill Bill of 1860 to the Payne-Aldrich Bill of 1909 is traced from its beginning in some financial or industrial disturbance to its final ruling as the law of the land. They have also published an interesting biographical work, "Forty Years of Friendship as Recorded in the Correspondence of John Duke, Lord Coleridge and Ellis Yarnall During the Years 1856 to 1895," edited by Charlton Yarnall.

TWENTY-EIGHT years ago Cassell & Co. negotiated with Stevenson for the publication of "Treasure Island," and printed in the autumn of that year, 1883, the first edition. The next year they brought out "The Master of Ballantrae." Now they issue two handsomely illustrated editions of the books with colored pictures, those for "Treasure Island," by John Cameron, the ones for the other volume by Wal Paget. There will be a limited *edition de luxe* of the earlier work, especially bound, printed on hand-made paper with ornamental head and tail pieces. The same firm reports a wonderful sale for Pierre de Coulevain's "The Unknown Isle," which first appeared in June of this year.

IN few bits of furniture is there more suggestion of atmosphere and human character than in a clock—whether in the polite old hall-clock, with its cultured cathedral chimes, or in the new, brisk, dreadfully exact wall-clock "set every hour by Western Union Telegraph." Mrs. N. Hudson Moore, the great collector, has always specialized in the matter of old clocks, and she has spent ten years in compiling "The Old Clock Book," published this autumn by Frederick A. Stokes Company. It is both a complete manual for collectors, with necessary data on makers and kinds, and an inspiration to all lovers of pleasant things and old; as are Mrs. Moore's "Old China Book," "Old Pew-

ter" and other books from the collectors' close.

A NEW edition of "Americana," "an American encyclopedia for Americans," is announced for publication by Brentano's on December 1. The encyclopedia represents the collaboration of some 2000 editors and contributors, the editor-in-chief being Frederick Converse Beach, of the *Scientific American*. An interesting comparison between the bookmaking methods of yesterday and to-day is afforded by the sight of the earlier edition and the new one, side by side. Each volume of the former is two and three-quarter inches thick, against one inch in the latter, which is printed on India paper. Thus the volumes of the old edition weigh six and one-half pounds each; those of the new issue, two and one-half pounds. In contents, too, there is a marked improvement.

GEORGE H. DORAN COMPANY have ready "The Cage," a novel by Harold Begbie, meeting squarely the question, "Is divorce ever justifiable?" and dealing with the way a fine woman answered this question; C. M. Sheldon's "The High Calling," a romance of American home life by the author of "In His Steps"; "The Yellow Pearl," by Adeline M. Teskey, the diary story of the daughter of a Chinese mother and an orientalized father; and "From Tenderfoot to Scout," a boy's story of a summer camp, by A. C. Ruddy. Two additions to *The Treasury Gift Books* are "Days with the Great Composers, Beethoven, Mendelssohn, Schubert," and "Days with the English Poets, Tennyson, Browning, Byron." Both books are charmingly illustrated in color.

ONE of the things of which we are reminded by a study of the autumn book-lists, says the English *Bookseller* editorially, is that current literature shows an increasing tendency to be as topical and "up-to-date" as journalism itself. Wise in his generation, the enterprising publisher of to-day is nothing if not a keen student of public events; and no sooner does a question show signs of looming large in the public eye than he is on the track of authors qualified to provide him with a book or books dealing with some phase of the prominent subject. This autumn, for instance, we shall have *à propos* works dealing with industrial and economic problems, with Portugal and its people, with Irish history and government, and, no doubt, with matters germane to the curiously one-sided "war" between Italy and Turkey.

DR. WILEY and his campaign against food adulteration are awakening the American people to an attitude of alert watchfulness over what they eat. Both consumer and merchants are beginning to display an intelligent desire to know for themselves what constitutes purity and how to detect its adulteration. The latest and simplest treatise on the subject is a very readable little book by Professor John C. Olsen, of the Brooklyn Polytechnic Institute. The name is "Pure Foods: Their Adulteration and Cost," and it is published by Ginn & Company. Here one

learns the elements which make up the common foods, how the foods are produced and prepared, how preserved, how flavored and colored, simple experiments for testing the genuineness or purity of manufactured food articles—in fact, all the necessary everyday knowledge required on this point in ordinary domestic or mercantile life.

THE BAKER & TAYLOR COMPANY are the publishers of "Ember Light," by Roy Rolfe Gilson, an absorbing story of a home, the ideals it nourished and those which were sacrificed for it. Among the books published by this firm during the present week is "The Annexation of Texas," by Justin H. Smith. Mr. Smith was for some years professor of history at Dartmouth College, and before that was a member of the publishing firm of Ginn & Company. Also to be published this week is "Off the Main Road," the third of the novels by the English author, Victor L. Whitechurch, whose books with clergymen as heroes have been very warmly received in England and which are attracting favorable attention here. The earlier books are "The Canon in Residence" and "Concerning Himself," an autobiographical account of a man who becomes a clergyman.

ON October 26 Doubleday, Page & Company published five of the October books. "The Case of Richard Meynell," by Mrs. Humphry Ward, heads the list. In this new book the famous English novelist returns to the characters of "Robert Elsmere," and the book might have borne a sub-title, "Robert Elsmere Twenty Years Later." "The Life and Letters of Moses Coit Tyler," by Jessica Tyler Austin, gives a comprehensive view of this scholar and educator who was so intimately in touch with the intellectual life of his time. The other three books hold important places in the holiday output. "The Gift of the Wise Man," by O. Henry, is a booklet containing a Christmas story by that author which appears in the book, "The Four Million." "The Boy Who Brought Christmas," by Alice Morgan, is another beautiful little Christmas book. The last is a cheap edition of Grimm's "Fairy Tales," illustrated by Rackham.

AN interesting lot of novels has just been published by Harper & Brothers. "The Pretender Person," by Margaret Cameron, author of "The Involuntary Chaperon," is a love story developing among a party of Americans travelling in Mexico; "Jennie Gerhardt," by Theodore Dreiser, author of "Sister Carrie," tells the life-story of a woman who craved affection; "Under Western Eyes," by Joseph Conrad, a wonderful study of individual temperament, is this story of a Russian involved against his will in the workings of a revolutionary society; Margarita Spalding Gerry's "Heart and Chart" is the story of the love of a trained nurse, full of sweetness, sympathy and humor. Two juveniles complete the list, "The Missing Pearls," by Emile Benson and Alden Arthur Knipe, continuing the adventures of "Little Miss Fales," and "The Young Alaskans on

the Trail," by Emerson Hough, telling more about the "Young Alaskans," already known to boy readers.

D. APPLETON & COMPANY announce the immediate publication of the *Social Service Series*, edited by Shailer Mathews, dean of the Divinity School of the University of Chicago. The purpose of this series is essentially constructive. Its volumes will not criticise, but describe. While not over optimistic, they will count social assets rather than social liabilities. There are plenty of evils needing to be righted that men are trying to right and prevent. The new series will describe the large amount of social reconstruction actually in progress in various fields. Its volumes will be written by well known specialists, but, while scientific in method, they will be popular in treatment. The first volume, entitled "Citizens of To-morrow," by Dr. W. B. Forbush, author of "The Boy Problem," will appear during the autumn. The book is the first endeavor to furnish in a single volume a short, readable account of all the forces that are working for the betterment of American young people.

The geographical distribution of a popular novel is a matter of curious interest. The publishers of "Queed," a novel which reached an issue of 50,000 almost at a bound, and is climbing rapidly toward the 100,000 mark, have put out an interesting statement of "How the first 50,000 'Queed' were distributed among the different cities." It is to be noted that London took 5000 copies, Boston 6700, New York not far from 20,000, and other places proportionately to their population, with some noteworthy exceptions. For example, Toronto disposed of 1000 copies, whereas Baltimore, of more than twice its size, and next door to the author's own state, contented itself with 430. Richmond, where Mr. Harrison lives and where he wrote the book, called for only 530 copies—perhaps, however, a greater mark of honor than most prophets receive in their own country. A similar statement of geographical distribution is to be made when the sales of "Queed" have actually reached 100,000 copies.

CHARLES SCRIBNER'S SONS have just issued in book form Mrs. Burton Harrison's "Recollections Grave and Gay," which has been running serially in *Scribner's Magazine*. The author lived in Richmond during the Civil War and was a witness, often a participant in great events. The prominence of her family brought her in contact with many famous people both here and abroad, while her fame as a writer enlarged her circle still more, so that her reminiscences are intensely interesting as she recounts her varied experiences. "Ship's Company," by W. W. Jacobs, is another collection of the author's inimitable tales of salt-coast characters which the Scribner's have ready. The same publishers also issue "Other People," a volume of drawings hitherto unpublished, together with such as have appeared during the past year in *Life*, *Collier's*, etc., by Charles Dana Gibson. It is the first Gibson book since 1906, and includes the most mature

and finished work of the well-known illustrator.

How to economize book-space presents itself daily as a perplexing problem for the librarian of a growing library. The resourceful librarian of Bowdoin College, George T. Little, in a paper read before the American Library Institute at its late meeting in New York, September 27 and 28, described a novel scheme that seems to work well in Maine, and ought to prove equally satisfactory elsewhere. Instead of fixed shelves with intervening passages, a part of the Bowdoin bookstacks have closely contiguous sliding book-cases, with proper aisle space and lighting to admit of their being drawn out one by one as desired. Ball-bearing rollers or wheels, metal rails sunk in the floor, and a guiding slot and T iron at the top are required for the combined movability and firmness of these novel shelves. *The Dial* notes that their construction seems to have been suggested to Mr. Little by a notable paper of Mr. Gladstone's in *The Nineteenth Century* for March, 1890, on the housing of books.

NOTEWORTHY new books which Henry Holt & Company have now ready are: Roland's "Jean-Christophe in Paris," another novel about the great musician, a sequel to "Jean Christophe"; Hunting's "A Hand in the Game," an American love and adventure story; Mrs. Inez Haynes Gillmore's "Janey," a humorous and sympathetic book for her elders about a little girl of nine; H. Rider Haggard's "The Mahatma and the Hare," a dream story of unusual quality and feeling; Henry S. William's "The United States Navy," a handbook for the general reader or enlisted man; "Frederic Taber Cooper's "Some Representative American Story Tellers," papers by a favorite contributor to *The Bookman* on the work of Crawford, Herrick, Wister, O. Henry and others; E. J. Dingle's "Across China on Foot," a trip (1909-10) from Shanghai, 1500 miles by river and 1600 miles by foot, to the other edge of China, on the frontier of British Burmah. William De Morgan's "A Likely Story" will be ready November 4.

HOUGHTON MIFFLIN & COMPANY publish next week the following books: "The Diary of Gideon Welles," in three volumes, with an introduction by John T. Morse; a new holiday edition of "Two Years Before the Mast," by Richard H. Dana, Jr., fully illustrated by E. Boyd Smith; "A Country Lawyer," by Judge Henry A. Shute, author of "The Real Diary of a Real Boy"; "Plain-Towns of Italy," a book of travel in Old Venetia, by Egerton R. Williams, Jr.; "When Knights Were Bold," stories of life in the Middle Ages for young people, by Eva March Tappan; "Intellectual and Political Currents in the Far East," in which Professor Paul S. Reinsch shows what a crisis China is now facing; "The Religious Life of Ancient Rome," by Jesse Benedict Carter, director of the American School of Classical Studies in Rome; "Sunday Evenings in the College Chapel," by Dr. Francis G. Peabody, of

Harvard University; and "European Years: The Letters of an Idle Man," edited by George E. Woodberry.

ENTRÉES are the delight of the *gourmet* and a joy to the housekeeper's soul. If the soup lacks the exact flavor, if the roast is tough, the entrée may be relied upon to furnish the necessary fillip to the appetite, and restore confidence in the cook's powers. Janet MacKenzie Hill's "The Book of the Entrées" gives a long and varied list of entrées, including a chapter on planked dishes and those served *en casserole*. Entrées of fruit, vegetables; entrées, cold and frozen; croquettes, cutlets, soufflés, fillets; all are described in detail, and there is also information as to their proper service. "The Eleventh Hour in the Life of Julia Ware Howe," by her daughter, Maud Howe, is a record of the last five years of the life of the author of "The Battle Hymn of the Republic." It gives glimpses of the intimate home life of one of America's most interesting personages, and imparts as much of the secrets of that happy longevity as may be learned by an outsider. Little, Brown & Company publish both books.

IMPORTANT juvenile books published by Dana Estes & Co. are: "The Six Penny-packers," by Sophie Swett, the adventures of six children living in a lighthouse; "A Book of Nimble Beasts," by Douglas English, with over 200 illustrations and six full-page colored plates from photographs of living animals taken by the author; "The New Book of Animals," by Horace G. Groser, a fully illustrated work on animals the world over; "The New Book of Birds" is a companion volume by the same author; "The Heavens and Their Story," by Annie and E. Walter Munder, a retelling of the stories told by the heavenly bodies; "The Animals and Their Story," by W. Percival Westell, a well illustrated book on the world's beasts; "The Old Testament Story," by Gladys Davidson; "The Minute Boys of Philadelphia," by James Otis; "Adventures of Pony Dexter," by Harriet A. Cheever; "Christmas in Sweden," by Sarah Gertrude Pomeroy; "Chatterbox, 1911," that ever-popular annual, and its companion volume, "Sunday, 1911.

THEIR customers should send a special vote of thanks to A. C. McClurg & Co. for the gorgeous "Wholesale Catalogue of Books" for 1911-1912 which is now in their hands. All their wants and needs have been taken into account and have been met practically by well-selected experts. The cover design is "a window of best-sellers," which by ingenious grouping is made to show 50 of the upwards of 300 novels advertised for the fall business. About thirty full-page, full-colored inserts are taken from the books on the cover design, and they are indexed and described in detail in three large pages. The fall fiction is also indexed separately. The catalogue runs upwards of 550 pages, including a separate very full catalogue of Bibles, prayer-books, etc., and an exhaustive index

to all the catalogue that runs to 103 and will enable even a temporary holiday clerk to find any book at shortest notice. A. C. McClurg & Co. have done generously by their constituency, and we heartily congratulate the great western distributors on so fine a piece of work so very well done.

THE Putnams will publish this fall a volume entitled "The Bees," by Ellen Thonger. It is an attractive story of three sturdy, naive children, Bob, Burton and Bennie, triplets, and alike as three peas. Left for some months by a cold, unloving society mother in charge of their "Auntie Bell," they furnish many a quaintly amusing episode to support the main *motif*, the love story of the aunt. "The Shape of the World," by Evelyn St. Leger, which they will also publish this fall, is a story into which the author has infused much vitality. Her strong convictions and imagination and her developed sense of humor are all manifest in its pages. The scenes are vividly presented and are drawn with no hesitating hand. The novel progresses surely, though far from obviously, toward an unusual denouement. Another unusual novel is "Love Versus Law," a translation, prepared by Mrs. Bradley Gilman, of a French story entitled "Les Dames du Palais," by Collette Yver. This book, the leading characters of which are women who are studying and practicing law, is thoroughly modern in theme. The feminine lawyer has an assured place in the legal world of Paris, and her successful efforts there will doubtless encourage enterprising women in other lands to extend the borders of "woman's sphere" to include the legal profession.

THE author of "The Changing Chinese," which the Century Company announces for October 27, is the inventor of the phrase "race suicide," which has come to such vogue through ex-President Roosevelt. Edward Ashworth Ross is professor of sociology in the University of Wisconsin, and author of "Sin and Society," "Social Control," and other well-known books. This new book is a presentation of the conflict of Oriental and Western cultures in China, and is based on six months' study and 10,000 miles' travel in China. The illustrations will be from photographs and from Chinese cartoons. The same day they will publish "The Story of French Painting," by Charles H. Caffin, the third of the series begun in "The Story of Dutch Painting" and "The Story of Spanish Painting," and "The Gods and Mr. Perrin," which has made a distinct hit in England, where it is published under the title of "Mr. Perrin and Mr. Traill." This is the author's third novel, following "The Wooden Horse" and "Maradick at Forty." Hugh Walpole is still under thirty. He was educated at Cambridge, and for three years has been reviewer and dramatic critic on the London *Standard*. Dr. McGiffert's articles on the life of Martin Luther, which have been appearing in *The Century Magazine*, have been made the basis of a book, "Martin Luther: The Man and His Work," which will be issued the last of the month. The

author, who is professor of church history in Union Theological Seminary, New York, has given much time to the revision and enlargement of the work, and the book, in common with the magazine serial, will emphasize the extraordinarily great humanness of Luther's life and personality.

BUSINESS NOTES.

CHICAGO.—C. F. Liebeck has removed to larger quarters at 823 E. 63d Street.

EVERETT, WASH.—The Cascade Stationery & Printing Company has recently taken over the business conducted by F. R. Havens, Inc.

GREEN BAY, WIS.—Eckhardt Brothers, booksellers and stationers, are offering 25 cents on a dollar.

HARRISBURG, PA.—Announcement was made this week that Armor's Old Bookstore will be sold for the heirs of the late Major William C. Armor, who died several months ago. The old bookstore, which is situated on Court Street, near Third, is regarded as a landmark in the city, and has been referred to as "a literary oasis" in Harrisburg's business centre.

JOPLIN, MO.—The Ramsay Bros. Drygoods Company are opening a new branch of their business here. The company has large stores at Carthage, Mo., Pittsburg, Kan., and Atchison, Kan. Publishers and book jobbers will no doubt recall that a book department has been conducted in each of these places as a part of the general line.

KANSAS CITY, MO.—The Brown Book and Stationery Company, now established in its new home on Grand Avenue, has a very attractive store, plenty of room and splendid light.

LAKE CITY, COLO.—George A. Dunn has succeeded Baker & Company, dealers in books and stationery.

NEW YORK CITY.—K. W. Barry, recently with DeWolfe, Fiske & Company, Boston, will have charge of the book department of J. L. Kesner Company, whose debut in the department-store centre is imminent.

NEW YORK CITY.—James L. Perkins, formerly head of James L. Perkins & Company, a corporation, book publishers at 11 Cliff Street, has filed an individual petition in bankruptcy, with liabilities of \$20,393 and no assets. A petition in bankruptcy was filed against the corporation on July 7 last. Among his creditors are Florence Crewe-Jones, author, of 616 W. 136th Street, who has a suit against him for \$10,000 damages for using her name without authorization to a book translated from the French; Arthur C. Wentworth, Springfield, Mass., \$3000 loan; Perkins-Goodwin Company, \$6919, indorser on a note of James L. Perkins & Company, and J. J. Little & Ives Company, \$419, indorsement on a note of James L. Perkins & Company.

OSSINING, N. Y.—Squires Brothers have sold out to L. J. Aubrey, formerly with

Steiger-Schick Company, at Portchester, N. Y., and later in business as "Aubrey," Mamaronock.

OWOSSO, MICH.—M. De Young has taken over the book and stationery business formerly conducted by S. T. Van Dusen.

TONOPAH, NEV.—Ellis Brown has purchased the stock of the Tonopah News & Stationery Company.

AUCTION SALES.

NOVEMBER 1, 2, 2:30 P.M.—Library of William Armistead Lane, of New York City. (No. 918, 540 lots.)

NOVEMBER 7, 2:30 and 8 P.M.—Autograph letters and historical documents relating to Colonial and Revolutionary times and the Civil War; Walt Whitman corrected proofs, and letters to him. (No. 1042, 703 lots.)

BIBLIOGRAPHIC NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Joseph Baer & Co., Hochstrasse 6, Frankfurt a.M., Antiquarian books, Thomas Murner as illustrator. (No. 3, 324.)—Nationalökonomie, partly from library of Georg Hansen in Göttingen. (Pt. 4, 2951 titles; Pt. 5, 2200 titles.)—Americana, astronomy, music, woodcuts of 16th century, Huguenots. (524 titles.)

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass., Drama, history, Shakespeareana, standard authors. (No. 50, 653 titles.)

F. A. Brockhaus, Querstrasse 16, Monthly list new publications. (No. 9, 397 titles.)

Burnham Antique Bookstore, Old South Meeting House, Boston, Mass., 3000 odd pamphlets. (No. 32, 1541 titles.)

Davis' Bookstore, 41 West 42d St., Ceramics, alphabets, costumes, furniture, heraldry. Sept. (182 titles.)—Americana. (516 titles.)

Noah Farnham Morrison, 314-318 West Jersey St., Elizabeth, N. J., General literature. (No. 120, 720 titles.)

Goodspeed's Book Shop, 5a Park St., Boston, Mass., Rare and standard books at 25 c. and 50 c. per v. (No. 87, 682 titles.)—American Revolution. (No. 88, 369 titles.)

John Grant, 31 George IV. Bridge, Edinburgh, Annual catalogue miscellaneous books. (132 p. 8°.)

John Heise, 410 Onondaga Bldg., Syracuse, N. Y., Autograph letters, signatures. (No. 44, 190 titles.)—(No. 45, 214 titles.)

Karl W. Hiersemann, Königstrasse 29, America II, Middle and South America, West Indies, Central and South America. (No. 395, 1805 titles, 8°.)—America III, American ethnology and linguistic. (No. 396, 533 titles.)

Charles Higham & Son, 27a Farringdon St., London, New set Jewish encyclopædia and every phase of the theological and philosophical literature; autograph letter of Cole-ridge. (No. 503, 1252 titles.)

Walter M. Hill, 831-5 Marshall Field Bldg., 22 E. Washington St., Chicago, Rare books. (481 titles, No. 37.)

H. R. Hunting Co., Inc., Springfield, Mass., Books in library bindings, revised August 15. (4 p. 4°.)

C. Klincksieck, 11 Rue de Lille, Paris, Linguistique des Cinq Parties du Monde, Livres anciens, Nouvelle série. (No. 4, 1618 titles.)

Julius Kuhlman, 326 North 10th St., Philadelphia, Magazines and periodicals. (No. 21, 431 titles.)

Joseph McDonough Co., 98 State St., Albany, N. Y., Rare miscellaneous works. (No. 278, 398 titles.)

Niel Morrow Ladd Co., 646, 648 Fulton St., Brooklyn, N. Y., Book bargains. (No. 18, 65 titles.)—(No. 19, 162 titles.)

Charles E. Lauriat Company, 385 Washington St., Boston, Bargains for Thackeray year. (October, 8 p. 4°.)

G. Lemallier, 25 Rue de Chateaudun, Rare books. (No. 245, 600 titles.)—(No. 246, 628 titles.)

C. F. Liebeck, 442 E. 67th St., Chicago, Americana, miscellaneous. (No. 14, 558 titles.)

Maggs Bros., 109 Strand, London, Rare engravings (portraits). (No. 271, 300 titles.)

Henry Malkan, 4 Broadway and 55 New St., N. Y. City, Fine arts, astronomy, drama, miscellaneous. (No. 51, 815 titles.)

Martinus Nijhoff, Lange Voorhout 9, La Haye, Droit et législation, histoire politique, 6° livraison Supplément. (No. 383, 1726 titles.)

Ernest Dressel North, 4 E. 39th St., N. Y. City, Desirable second-hand books. (No. 21, 502 titles.)

J. S. Ogilvie Publishing Co., 57 Rose St., N. Y. City, Popular cloth copyrights. (24 p. 8°.)

C. J. Price, 1126 Walnut St., Philadelphia, Rare books in fine bindings. (Sept., 108 titles. 32°.)

Bernard Quaritch, 11 Grafton St., London, Africa, America, bibliography, publications of Arundel Society. (No. 308, 988 titles.)—Natural history, Pt. 8, Botany. (No. 309, 399 titles.)

C. E. Rappaport, 13 via Bocca di Leone, Rome, Ars Medica per Saecular. Books relating to Medical Science from the 15th to the beginning of the 19th century, including anatomy, surgery, teeth, veterinary surgery, culinary arts, tea, coffee, tobacco, etc. In all languages. (Catalogue 20, 1174 titles.)

J. Ricker'schen Universitäts-Buchhandlung, Bismarckstr. 1, Giessen, Germany, Special editions, special bindings. (No. 7, 550 titles.)

Theodore Schulte, 132 E. 23d St., N. Y. City, Miniature bargain list. (No. 32, 8 p., narrow folio.)

John Skinner, 44 North Pearl St., Albany, N. Y., Recent purchases from private sources; supplement of books relating to England and France. (No. 86, 12 p. 8°.)

W. H. Smith & Son, 186 Strand, London, Clearance catalogue, miscellaneous, withdrawn library books, out-of-print items. (October quarterly issue, 224 p. 8°.)

G. E. Stechert & Co., 151-155 West 25th St., New York City, Monthly lists, May, June, July. (1203 titles. 8°.)

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The Knickerbocker Press, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Extensive and up-to-date facilities for every description of printing, binding and general book-manufacturing.

Linguistic Printers' Co. (Neumann & Spark, Props.), 124 White St., N. Y. City. Composition, Electrotyping, Presswork. Magazines, Catalogues.

J. B. Lyon Company, Albany. Law and subscription book makers. General printers. Twenty-five composing machines, forty presses. Complete electrotype and stereotype foundries and binderies.

The Merrymount Press, D. B. Updike, 232 Summer St., Boston, undertakes all classes of printing which demand fine types, good press work, accurate proof reading and tasteful typographic treatment.

The Norwood Press, Norwood, Mass.
J. S. CUSHING Co., Composition and Electro
BERWICK & SMITH Co., Presswork
E. FLEMING & Co., Binding
New York Office: N. J. SMITH, 32 Union Square.

The Plimpton Press, Norwood, Mass., New York Office, 70 Fifth Ave. All kinds of Book Printing. Binding in Cloth and Fine Leather. "Perfect Book-making in its Entirety."

The Publishers Printing Company, 419-421 Lafayette St., New York. Thoroughly equipped for all classes of book, magazine, cut and color work.

J. F. Tapley Co., 531-535 West 37th St., New York. Makers of Books for particular people. "The Progressive Binders." Cloth and leather edition work.

The Trow Press, 201-213 E. 12th St., New York. Complete Book, Job and Magazine Office, fine color work, catalogues, etc., modern machinery, large facilities.

COMPOSITION AND PRESSWORK

Hall Tone Press, Ltd., 326-328 West 41st St., N. Y. Publication work; general printing; electrotyping.

The Rockwell & Churchill Press, 291-293 Congress St., Boston. Book Composition, Electro., and Presswork. High grade work; prompt service.

Scientific Press, 135-137 Johnson St., Brooklyn, N. Y. Music Books; High grade mathematical book work; Linotype and Monotype composition. Plate alterations a specialty.

Stanhope Press, F. H. Gilson Company, 54-60 Stanhope St., Boston. Music Books, Mathematical Books, Composition, Electrotyping, Printing and Binding.

C. H. Simonds & Co., 297 Congress St., Boston. Book Composition and Electro., Linotype, Monotype, hand. Single and Perfecting Presswork.

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The Butler Ward Company, 497 Pearl St., near Centre St., New York. Cloth and leather edition work.

Thomas Y. Crowell Co., 426-428 West Broadway, New York. Edition binding of all kinds.

Grady Bookbinding Co., 132-142 W. 27th St., New York. Equipped for large runs on time.

Wm. Koch & Sons, 61-65 N. J. R. R. Ave., Newark, N. J. (Established 1865.) Extra Cloth and all styles of Leather Bindings. Daily deliveries in New York.

Eugene C. Lewis Company, 214-218 William St., New York. Cloth, Leather, Edition and Catalog Binding. Also high-class pamphlet work.

George McKibbin & Son, 78-80 Walker Street (near Broadway), New York. FLEXIBLE Leather and Cloth BOOKBINDING a Specialty.

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The Trow Press, 201-213 E. 12th St., N. Y. Large modern edition binderies for leather, cloth, pamphlet work.

H. Wolff, 518-534 W. 26th Street, New York. Bindery completely equipped for edition work in cloth, half leather, and full leather. Capacity, 100,000 books per week.

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Henry Blackwell, 10th Street and University Place, New York. Plain and artistic Bookbinding, in all varieties of leather, singly or in quantities.

Ernst Hertzberg & Sons, 64 West Randolph St., Chicago. Hand-made books. Best equipped bindery in country. Newest designs, restoring, inlaying, etc. Prices reasonable. Gold medal, St. Louis, 1904.

The Knickerbocker Press, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Highest grades of extra binding in Levant, Morocco, and Calif.

James Macdonald, 132 West 27th St., New York. Established 1880. Leather art binding for sets or single vols. Inlaying, mending, cleaning a specialty.

Stikeman & Co., 110-114 West 32d St., New York. All styles of binding in leather, single volumes or in quantities. Mending, inlaying, etc. Cases for rare editions.

BOOKBINDERS' CLOTHS

Fab-rik-o-na Mills, Bloomfield, New Jersey. Manufacturers of Wiboco Book Cloths. Sample books furnished on request. H. B. Wiggin's Sons Co.

The Holliston Mills, of Norwood, Mass., manufacturers of fine book cloths in all styles, colors, and patterns. New York office, No. 67 Fifth Avenue. Sample books furnished.

PAPER MANUFACTURERS.

The Wanaque River Paper Co., 290 Broadway, New York City. Manufacturers of Supatone, also Super and M. F. Book Papers.

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COLOR PROCESS PLATES

Gatchel & Manning (Estab. 1889), Philadelphia. DESIGNERS, ILLUSTRATORS and ENGRAVERS of Plates in one or more colors for Publishers and Printers.

COLOR PRINTERS

Zeese-Wilkinson Co., 213-217 E. 24th St., N. Y. Specialists for Color Printing Plates. Offset printing.

TRANSLATIONS FROM AND INTO FOREIGN LANGUAGES

General School of Languages, 223 E. 124th St., N. Y. From and into Eng., French, German, Spanish, Italian, etc., commercial, techn., scientific.

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MAGAZINES—BACK NUMBERS

American Magazine Exchange, St. Louis, Mo.

Back Numbers of Magazines supplied by HENRI GERARD, 83 Nassau St., New York.

The Boston Book Co., Boston, Mass. Complete files and back volumes of magazines

Back vols. and nos. of magazines supplied. PHILADELPHIA MAGAZINE DEPOT, 326 N. 10th St., Phila., Pa.

A. S. Clark, Peekskill, N. Y. "Out of print" Books and Pamphlets. Magazines, both common and scarce.

The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.

NEWSPAPERS—BACK NUMBERS

Metropolitan Distrib. Co., 219 E. 23d St., N. Y. New York newspapers complete files for ten years.

FOREIGN BOOKS

International News Co., 83 Duane St., New York Importers of Foreign Publications.

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Dodd's Dictionary of Manufactures.
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Am. Bapt. Pub. Soc., 107 South Wabash Ave.,
Chicago, Ill.

Smith's Life of William Carey.
Smith's Life of Alexander Duff.
Smith's Henry Martyn.
Belle Brain's Holding the Ropes.

Amer. Code Co., 83 Nassau St., N. Y.

Lieber Code, 1896, or later.
Western Union Code, 1900 or later.

John R. Anderson, 67 Fifth Ave., N. Y.
International Studio, Jan., 1899; Aug., 1900.

Anglo-American Authors' Assoc., 225 5th Ave.,
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The Antlers Bookshop, 1707 Tremont St.,
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F. S. Bailey, University Block, Syracuse, N. Y.
Walks and Works of Jesus, by N. M. Olmsted.
Pub. by Mortimer McClintock.

Wm. M. Bains, 1213 Market St., Phila., Pa.
Dumas, Three Guardsmen, cloth. Peterson.
American Heraldica. Brentano's, 1886.

Baker & Taylor Co., 33 E. 17th St., N. Y.
Hummel, F., Ancient Hebrew Tradition. E. & J. B. Young.
Telegraph Manual, by T. Shaffner. Pub. in 1859.
Zahn, Evolution and Dogma. McBride.
Spielhagen, Hammer and Anvil (Tauchnitz). Holt.
Rosenau, Disinfection and Disinfectants. Blakiston, 1902.
Schwarz, Forest Trees and Forest Scenery. Grafton Press, 1901.
Nelson, Practical Boating and Sailing. Scribner, 1903.
Morrison, Hist. of American Steam Navigation. W. F. Samitz, 1903.
Keon, Dion and the Sibyls. Benziger.
Humphrey, Lecture Notes on Some of the Business Features of Engineering Pract. Stevens Inst. Tech., 1905.
Heyse, In Paradise, 2 vols. Appleton.
Gogal, Dead Souls. Crowell.
Droege, Yards and Terminals and Their Operation, 1906. N. Y. Railroad Gazette.
Brown, Bakers Book, 2 vols., 1907. Van Nostrand.
Bovill, Hungary and Hungarians, 1908.
Bohn, B. E., Capital and Interest, 1890. Macmillan.
Bohn, B. E., Positive Theory of Capital.

Wm. Ballantyne & Sons, 428 7th St., N. W.,
Washington, D. C.
Winfield, The Oil of Maize.

C. H. Barr, Lancaster, Pa.

Decorative Art of the Siaux, Runk.
Greenland Esquimaux, Runk.
Atlas Lancaster Co., Pa. Graves & Steinbarger, '99.

C. E. Barthell, Ann Arbor, Mich. [Cash.]

Allen's Ency. of Pure Materia Medica, 10 vols.
Kelly's Operative Gynecology, 2 vols.
Kelly and Noble, Gynecology and Abdominal Surgery, 2 vols.
Sutherland, U. S. Constitution, 1904, 1 vol.

M. J. Bartlett & Co., 28 Cornhill Boston

Prescott's Ferdinand and Isabella, 3 vols., 1st ed.
Prescott's Biog. and Critical Miscellanies.
Westermarck, History of Human Marriage. N. Y., Macmillan.

Walter Bliss, 179 Allyn St., Hartford, Ct.

Riley, Autograph letters and signature.
Field, Autograph letters and signature.
Maine's Ancient Law.

The Bobbs-Merrill Co., 34 Union Sq., N. Y.

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Herder's Schulereden.
Herder, Geschichte der Philos.
Books, any, by J. G. von Herder.

The Bookshop, 625 Francis St., St. Joseph, Mo.

Any Mo. statutes before 1889, cheap.
I. C. S. Elevators.
Morley, Life of Gladstone.
Hay, Stables and Stable Management.
Sets Kipling and Twain.

J. W. Bouton, 10 W. 28th St., N. Y.

Roosevelt, Hunting Trips of a Ranchman, 1885.
Roscoe's Lorenzo de Medici.
Forberg's Classical Manual, 2 vols., English or French ed.

C. L. Bowman & Co., 225 Fifth Ave., N. Y.

An Old Boy's Stories, by Clarence Gordon (Veieux Mustache), 2 vols.
A Chinese Dictionary in the Cantonese Dialect, E. J. Eitel.
China-Japan War, Takahashi Sahuye.
Trade and Travel in the Far East, A. F. Davidson.
China-Japan War, 1894-5, F. W. Eastlake and Yamada Yoshi Aki.
Heroic Japan, 1896, F. W. Eastlake and Yamada Yoshi Aki.
Introduction to the Study of the Chinese Characters, Edkins.
Hidden Jewish Tribes, Oliver Bainbridge.
Blakiston's Yang-tse Sketches, Dr. Barton.
The Coming China, Joseph K. Goodrich.
Nevins' China.
Problems of the Far East, G. N. Curson.
Life of Sir Henry Parks, S. L. Poole, 2 vols.
S. B. Bradt, 234 W. 63d St., Chicago, Ill.
Little Journeys, Mozart.
Gainsborough, Newton.
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Also set of *Literary Men*.
Clark's Onondaga, vol. 1, sh.

Brentano's, 5th Ave. and 27th St., N. Y.

Life of Henry Drummond, by G. A. Smith.
Way's trans. Euripides, vols. 2 and 3.
Froude's Life of Disraeli.
Dwyer's Seats and Saddles.
G. Nansen's Hist. of Magic.
Fortunes of the Mandrags.
Sanderson's History of the World.
Gorky's Lodging for the Night.
Tales Out of School About Naval Officers.
Maine's Village Communities.
Hichens' Imaginative Man.
Low's French Home Cooking.
Gogol's Dead Souls.
Remer's Art Anatomy.
Jefferson's Real Lord Byron.
Astarte, by Lord Lovelace.
Carroll's Sylvie and Bruno.
Smile's Huguenots in France.

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Lady Loyd's Napoleon's Letters.
Stories of English Histories for Little Ones, Charlotte Yonge, illus.
Wells' Grammar, previous to 1890.
Scheffel's Ekkehard, in English, with all the German notes.
Making of Zimiri Bunker, W. J. Long.
Alphonse Wood, Botany, 1st ed., 1845.
Verworn's General Physiology, trans. by Lee.

Browne's Book Store, Fine Arts Building, Chicago.

The Grandmother, by Nemec.
General Armory, by Burke.
Crests of the Families of Great Britain and Ireland, by Fairbairne, 2 vols.

Bryant & Douglas Book and Stationery Co., 981 Grand Ave., Kansas City, Mo.

Memoirs of Marie Antoinette,
Spalding's History of Kansas City.

The Burnham Antique Book Store, Boston, Mass. [Cash.]

There She Blows.
Richards, History of Acadia, 2 vols.
The Great Senators of '48, by Mr. Whittaker.
Clear Round.
Carr, Col. Clarke E., The Illini, Story of the Plains.
Herndon's Lincoln, 1st ed.
The Setter, by Laverock.
Howe's Historical Collections of Virginia.

W. A. Butterfield, 59 Bromfield St., Boston, Mass.

Bacon and Shakespeare, W. H. Smith, 1840.
Barbour's Book of College Sports.

Campion & Co., 1316 Walnut St., Phila., Pa.

Letters of Madame Sevigne.
Bolles, Financial History of U. S.
O'Brien's Life of Russell.

Carnegie Free Library, Duquesne, Pa.

St. Nicholas, Sept., '11.
Century, Feb., '04.

Carnegie Library, Atlanta, Ga.

New England Historical and Genealogical Register,
April, 1862; January, April, 1863; October, 1864;
January, 1865.
Aeronautics, June, July, Nov., Dec., 1910; Jan., 1911.
Political Science Quarterly, Dec., 1910.
Harper's Weekly, Oct., 1905.
Poet Lore Index for 1894.
Sue, Miseries of Paris, sequel to Mysteries of Paris.

C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.

Sedgwick, Hope Leslie, 2 vols.
S. S. Prentiss-Shields, Speeches.
Browne, Words and Phrases.
White, Pittsburg the Powerful.

The Central Book Store, Harrisburg, Pa.

The Young of the Crayfishes Astacus and Cambarus, E. A. Andrews (fasciculus).
Smithsonian Contribution to Knowledge, XXXV., Nos. 17, 18, p. 1-80; pl. I-X, Government publication, Washington, D. C.

Central Book Store, 108 W. 12th St., Kansas City, Mo. [Cash.]

Wilder, Annals of Kansas.
Kansas Historical Collections.
Andreas, History of Kansas and Nebraska.
Greeley, Recollections of a Busy Life.
Whitney, History of Utah.
Majors, Seventy Years on the Frontier.
Buel, Heroes of the Plains.
Richardson, Beyond the Mississippi.
Clampitt, Echoes from the Rocky Mountains.

Chapman's Book Store, Montreal, Can.
Paralax, The Earth Not a Globe.

Chicago Medical Book Co., Chicago, Ill.

Spalteholz's Hand Atlas of Human Anatomy, English ed., 3 vols.

The City Library, Springfield, Mass.

Century Cyclopedica of Names.

Clapp & Leake, 70 N. Pearl St., Albany, N. Y.
Dramatists of To-Day, by Hale. Pub. by Holt.
Russia, Its People and Its Literature, by E. P. Bazan.

The A. H. Clark Co., Caxton Bldg., Cleveland, O.

Quarterly Journal of Economics, complete set or any long run of.
Annals of the Am. Acad. of Pol. and Soc. Science, complete set or any long run of.
American Journal of Sociology, complete set or any long run of.
Allen, Our Navy and the Barbary Corsairs.
Bennett, The Monitor and Navy Under Steam.
Carlyle's French Revolution, Thin paper ed.
Forgotten Children's Books.
Fiske, Mississippi Valley in Civil War.
Gavin, The Great Bed-DrAGONER.
Graham, Schley and Santiago.
Johnston, Storming of Stony Point.
Lowdermilk, History of Cumberland, Md.
Riggs, Mary and I; 40 Years with the Sioux.
Rawlinson, Ancient Monarchies.
Roosevelt, Naval War of 1812.
Scott, Partisan Life with Mosby.
Wright's Official Hist. of Spanish-American War.
Crawford, Mosby and His Men.
Mosby, Recollections of a Guerrilla.
Rutherford (Mark), Autobiography.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.

The Flag of Distress, Reid.
The Heritage of Langdale, Alexander.
The Colonials, French.
Girls of a Feather, Barr.
Aunt Serena, No Name Series.
Princess Amalie, No Name Series.
Great Conversers.
L'illustration, Sept. 4, 1909.
Canadian Magazine, June, 1909.

College for Women Library, Cleveland, O.

Bourienne, Memoirs of Napoleon Bonaparte, ed. by Phipps. Scribner, 4 vols.
Morgan, C. L., Habit and Instinct.
Drähms, The Criminal.
Seventh Special Report of the Commissioner of Labor, 1895.

Colonial Society, Box 343, Richmond, Va. [Cash.]

Allen, Chancellorsville.
Allen, Valley Campaign.
Brown, Genesis of U. S.
Howe's Hist. of Va.
Soughter, St. Mark's Parish.

Columbia University Book Store, 117th St. and Broadway, N. Y.

Verworn, Physiology, trans. by Lee. Macmillan.
American Conference on International Arbitration.

Co-operative Press, Charlotte, N. C. [Cash.]

Lossing's Pictorial History of War, 2d hand set.
Mark Twain's Works, 25 vols.
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Standard Library of Natural History, 5 vols., hf. mor.
Encyclopedia Americana, latest ed.
Encyclopedia Britannica, latest ed.

Cox Book Co., 257 W. 125th St., N. Y.

Psychology of Artistic Singing, by John Howard.

Sandy Crawford, Fayetteville, Ga.

Life of Dr. William F. Carver.
Rube Burrow's Raids and Historic Highwaymen.

R. W. Crothers, 122 E. 19th St., N. Y. [Cash.]

Kipling's Seven Seas, 1905 ed.

The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.

Bandelier's Delight Makers.
Suburban Life, Sept., 1907.

Davis Book Store, 41 W. 42d St., N. Y.

Traits and Stories of Irish Peasantry, green cloth, 1867. London, vol. 1.
Bandello, trans. by Payne, 6 vols.
Apache Campaign, by Bourke.
Last Fight with the Cheyennes, by Mackenzie.
Winter Campaign in Wyoming.
The Great Metropolis, or N. Y. in 1845.
Aphrodisiars and Antiaphrodisiars, by Davenport.
Sloane's Life of Napoleon, 4 vols., McMillan's ed.

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Atlay's Famous Trials of the Century.
Porter's Fall River Tragedy—Borden Murders.
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Seldon's Table Talk Notes, by Singer.
Hist. Soc. of So. California Reports, vol. 4, complete or in nos.; also any nos.
Niles Register (Set), early Amer. magazine.
Journeys in Persia and Kurdistan, by Mrs. Bishop.

Charles T. Dearing, Louisville, Ky.

History of Pedigree of Montgomery, by F. A. Montgomery, 1863.
Meditations, by Watson (a Methodist writer).
Ninavah and Its Remains, by Austin Layards.
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Denver Dry Goods Co., Denver, Colo. [Cash.]

Penitentes of San Rafael, by How, fair cash price.

Dewitt & Snelling, 9 Telegraph Ave., Oakland, Cal.

Littell's Living Age, June 28, 1902.
Outlook, May 16 and Aug. 22, 1908.
Mathews, Staircase of Surprise.
Marchmont, Dorothy Marlow.
Green, Difficult Problem.
Green, House in the Midst.
Green, Chief Legatee.
Green, Circular Study.
Forbes, California.

DeWolfe & Fiske Co., 20 Franklin St., Boston, Mass.

Stimson's Tiger Lily.
Gardner's Quatre Bras, Ligny and Waterloo.
Chesney's Waterloo Lectures.
Kennedy's Waterloo Campaign.
Charra's Lectures on Waterloo.
Murray's Algeria and Tunis, 1891 or later.

F. J. Dimler, 241 Washington St., Brooklyn, N. Y.
Am. Book-Prices Current, 1909, 1910.

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Bailou's Pictorial, any.
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Dives, Pomeroy & Stewart, Harrisburg, Pa.

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Green Flag, by C. Doyle.

Dives, Pomeroy & Stewart, Pottsville, Pa.

Daddy Long Legs.

Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]

Hooper's Waterloo.
Episodes of Life and Adventure, Oliphant.
Letters from Tuskegee. Pub. by Grabbill.
Lieber Code.
Poor's or Moody's Railroad Manual, 1911.

L. S. Donaldson Co., Minneapolis, Minn.

Mosaics of Grecian History. Pub. by Harper & Bros.

Jas. F. Drake, Inc., 4 W. 40th St., N. Y.

Steele's Elements and Practice of Rigging and Seamanship, 2 vols., 4to. London, 1794.
Crane and others, Lanthorn Book.

Chas. H. Dressel, 552 Broad St., Newark, N. J. [Cash.]

Genealogy of the Fly Family. Pub. by Short & Forman, Cleveland, O.

Dulany-Vernay, 339 N. Charles St., Baltimore, Md.
One Vagabond's Journey Around the World.
Goldsborough's Md. Confederate Line.

G. Dunn & Co., 403 St. Peter St., St. Paul, Minn.

I. V. D. Heard's History of the Sioux Massacre.
Bay View Magazine, Dec., 1908.
Twentieth Century Magazine, Dec., 1909.
International Studio, Nov., 1910.
Overland Monthly, July and Dec., 1910.

E. P. Dutton & Co., 31 W. 23d St., N. Y.

Memoirs of Lady Hester Lucy Stanhope as related by herself, 3 vols., 1845.
History of the Carnegie Steel Company, by J. H. Bridge, ed. de luxe, limited to 450 copies.

E. P. Dutton & Co.—Continued.

Deep Sea Voyages, by Paul E. Stevenson. Lippincott.

Wanda, by Ouida. Lippincott.

The Michelberger Book Co., 308 N. Charles St., Baltimore, Md.

Adamson, Mind in Christ.

Conrad, Falk.

Conrad, Youth.

Ade, Babel.

Crane, Monster.

Wells, Tona Bungay, early ed.

Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.

David Copperfield, Oxford Dickens, fine grain lamb-skin. Oxford University Press.

Poems of Nathaniel Parker Willis. Routledge & Sons.

Geo. Engelke, 855 N. Clark St., Chicago, Ill. [Cash.]

Genealogy Downings.

Bates, Drama and Opera, 12 vols.

Isis Unveiled, vol. 2.

Essex Book Co., 504 Broad St., Newark, N. J.

General Statutes of N. J., last ed.

Book of Enoch, Charles ed.

Jewish Encyclopedia.

Set of Mark Twain.

H. W. Fisher & Co., 214 S. 15th St., Phila., Pa. [Cash.]

Seventy Years of Irish Life, Le Fanu. Macmillan.

Eucharistic Week, by Hoffman. Dutton.

Hewlett's Songs and Meditations.

Swedish Homestead, by Lagerlof. McClure.

Hoffman's Weird Tales.

Max Steiner's Egoist.

Life of Paul, by Renan.

Along Varying Shores, by Webb Houghton.

Child's Garden of Song, by Tomlins.

Drafting of Cams, by Ronillion. Van Nostrand.

Spinning Woolen and Worsted. Cassell.

Fitzgerald Book & Art Co., Holyoke, Mass.

Irish Pedigree, 2 vols., by O'Hart.

Irish Landed Gentry, by O'Hart.

16 Crucified Saviors before Christ.

W. Y. Foote Co., University Block, Syracuse, N. Y.

Blanc's Revolution of 1789.

Nautical Encyclopedia, by Howard Patterson.

History of the Town of Pompey, Onondaga Co., N. Y.

Forbes Library, Northampton, Mass.

Stiles, E., Hist. of Three of the Judges of King Charles I. Hartford, Conn., 1794.

Franklin Bookshop, (S. N. Rhoads,) 920 Walnut St., Phila., Pa.,

Coues' Birds of Colorado Valley.

Bendire's Life Hist. of No. Am. Birds.

Stokes, Aquatic Microscopy.

Fragments in Prose and Verse, by Eliz. Smith Bowdler. Boston, 1810.

Gammel's Book Store, (H. W. Gammel, prop.,) Austin, Tex. [Cash.]

Field's Scrap Book, any ed.

Weber's Wild Scenes and Wild Hunters.

Duval's Adventures Big Foot Wallace.

Griffin's My Danish Days.

Dixon Poets and Poetry of Texas.

Mollie Moore's Poems.

Baker's Texas Scrap Book.

David Crockett.

Big Foot Wallace.

Yoakum's History of Texas.

Bancroft's Texas and Mexico.

Brown's History of Texas.

Allen's Lone Star Ballard's.

Wooten's Hist. of Texas.

Life of Ben Thompson.

Gerard's Literary Shop, 83 Nassau St., N. Y.

Meisterschaft's Italian Method.

Burton's Modern Photography, paper.

Camera and Its Appurtenances, by Masse, paper.

A B C of Retouching, by Yany, paper.

Harper's Weekly, Jan. 2, 1897.

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Coos Co., N. H.
 La Lanne, Etching.
 Mass. Record Commis., Report I.
 Stiles Lit. Diary, 3 vols.
 Watson, Napoleon. Macmillan.
 Human Intercourse.
 Benson, Elements of Handicraft.
 Beer, Commercial Policy of Eng. Toward Amer.
 Brown, Morris Ketchum Jesup.
 Cuniculus, Practical Rabbit Keeper.
 Dawkins, Early Man in Britain.
 Disraeli, Calamities, etc.
 Ellwanger, Story of My House.
 Gardner, New Chapters in Greek Hist.
 Glidden, Hand-made Furniture.
 Hare, Biog. Sketches.
 Hemph, Chaucer's Pronunciation.
 Marshall, Short Hist. of Greek Philosophy.
 Nettleship, Ancient Lives of Vergil.
 Rawlinson, Religions of Ancient World.
 Teuffel, Roman Classical Lit.
 Genealogies: Buck, Hoyt, Lukens, Sargant, '95; Starr.
 Anti-Bled Shirt Club. N. Y., '78.
 Bayonne Fishing Assoc., pen pictures by Hearon and others, '84.
 Bell, Hints to Anglers, '68.
 Cat. Dickson Sale. Phila., '84.
 Colburn, Scraps of Log Book. Peoria, '54.
 Delano, Wanderings, etc. Worcester, '46.
 Ely (Ben-Ezra Stiles), There She Blows. Phila., '40 and '49.
 Fish Law of Kentucky. Louisville, '76.
 Gill, Cat. of Fishes of Eastern Coast of N. Amer. Phila., '61.
 Hattle, St. Lawrence and Tributaries, '59.
 Hist. of Fish. N. Y., '15.
 Hitchcock, Mass. Fishes, '35.
 Hudson Bay, or Life in N. Amer., '58.
 Lanman, Summer Hours. Boston, '43.
 Leet, Northern Michigan, '78.
 Lower St. Lawrence, or Quebec via Gaspé, etc. Quebec, '62.
 Magog District, '67.
 March, Shopak Recollections. N. Y., '56.
 Old Hunter, Hunter's Handbook. Boston, '44.
 Peel (Dinks), Sportsman's Vade Mecum. N. Y., '53.
 Protection of Birds, Fish, etc., Act approved by N. Y. State Assoc., Oct., '83. N. Y.
 Ruxton, Life in West. N. Y., '49.
 Sage, Rocky Mts. Phila., '54.
 Simes, Trappers of N. Y. Albany, '51.
 Steedman, Carp in Mo. St. Louis, '84.
 Stone, Domesticated Trout, 2d ed. Boston, '73.
 Townsend, Journey Across Rocky Mts. Phila., '39.
 Wheeler, Zoology of North West, '78.
 Whitney, Pathfinder. Florida, '77.
 Wildwood, Handbook for Sportsmen. Milwaukee, '76.
 Barnum, Enoch Crosby, '28.
 Cent. Dict. of Names.
 Children's Hour.
 Goodale, Wild Flowers of Amer., illus. by Sprague, '82, 2 vols.
 Master Car Builders Proceedings, 1873, '79, '87, '91, 1904, '09.
 Meehan, Native Flowers and Ferns of U. S. Boston, 1878-'79, 2 vols.
 Newton, Principia, tr. by Chittenden. N. Y., '46 and '50.
 Palmer, Lake Champlain.
 Poet in Exile (Hay).
 Reminiscences of French War. Concord, '31. (Or imperfect copy.)

John L. Grant, 145 Genesee, Utica, N. Y.

Erasmus Colloquia et Encomium Moni. Lippincott, 1872, 2 vols., 12mo, half calf.
 Benton, History of Herkimer County, N. Y.

Benj. F. Gravely, Box 269, Martinsville, Va.

Anthony Collins (1676-1729), Discourse of Free-thinking, and Enquiry concerning Human Liberty, 1st or early eds.
 D'Holbach, System of Nature.
 Matthew Tindal (1657-1733), Christianity as Old as Creation, early ed.
 John Toland (1669-1722), Christianity Not Myste-rious, early ed.
 Anything by early English deists—Annet, Shaftesbury, Morgan, Herbert, etc.

George Gregory, 5 Argyle St., Bath, Eng.

T. F. Meagher, portrait of.
 John Mitchell, portrait of.
 John Savage, portrait of.
 R. D'Alton Williams, portrait of.
 P. J. Smith, portrait of.

Gregory's Bookstore, 116 Union St., Providence, R. I.

Bennett, Fame and Fiction.
 Benton, As Seen from the Ranks.
 Birds and Nature, vol. 17.
 Chater, Water Babies, a play.
 Dawson, Canada and Newfoundland.
 De Rustafyaell, Light of Egypt.
 Elwell, Colonial Silverware of 17th and 18th Centuries.
 French, New England.
 Higginson, Massachusetts in Army, 1861-65.
 Koebel, Portugal.
 Lloyd, Newest England.
 Mathews and R., Memorial Day Hymns.
 Modern Designs of Jewelry, 1882.
 Morris, Historical Tales—French.
 Perrault, Old French Fairy Tales.
 Powers Schoolroom Exercises for Thanksgiving.
 Scofield, Thanksgiving.
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 Technical World, May, 1904.
 Engineering Magazine, Aug., 1891, \$1.
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G. A. Jackson, 8 Pemberton Square, Boston, Mass.
 Vol. 1 A. & E. Ency. Law, 1st ed.
 Print, Cattle Fair Hotel, Brighton, Mass.
 Engraving Timothy Dexter House, Newburyport.
 Bouvier's Law Dictionary, 1897.

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 Moreau and Carleton, Translation of Las Viete Partidas, 2 vols. New Orleans.

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 Ingersoll, War 1812, 1st ser., vol. 2; 2d ser., vol. 1.
 Skinner, After the Storm, or Jonathan and His Neighbors in 1865-6. London, 1866.
 Hathaway, Hist. New Brunswick. Fredericton, 1846.
 New York Historical Society Publication Fund series, vol. 24, onward.

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Concord (N. H.), Town Records, 1732-1820. Concord, 1894.
 Dorchester (Mass.), Records of the First Church at Dorchester in New England, 1636-1734. Boston, 1891.

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 Brockett, Western Empire. Phila., 1882.
 Cole, G. L., Early Days Nebraska Ty.
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 Fry, Travelers' Guide. Cinn., 1865.
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 Lincoln and Garfield.
 Hillyer, Georgia Baptists. Atlanta, 1902.
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San Francisco Directory, years 1854, '55, '56, '57, '60, '61, '62, '66, '67, '69, '70.

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National Geographical Magazine, Dec., 1910.
Bethune, Geo. W., Lays of Love.
Epictetus, Himp leather. Little, Brown & Co.
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Van Laun, French Revolutionary Epoch.
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 Classical Journal, vol. 1, no. 1, Dec., 1905.
 Journal of Geography, Sept., 1910.
 Library Journal, Jan., Sept., Oct., 1883.
 New York Libraries, vol. 1, no. 1.
 Timothy Flynt's Letters.

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 History of Jewish Physicians, trans. from French of Carmoly. By John W. R. Dunbar. Baltimore, no date, 4to.
 Franchère, Voyage to N. W. Coast, 1854.
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 The Chosen People, Anton P. Chekhov, 1905.
 Maxim Gorky, Hans Ostwald. McClure.
 Sudermann, Magda, trans. by C. E. A. Winslow. \$1, Lamsen, 1895.

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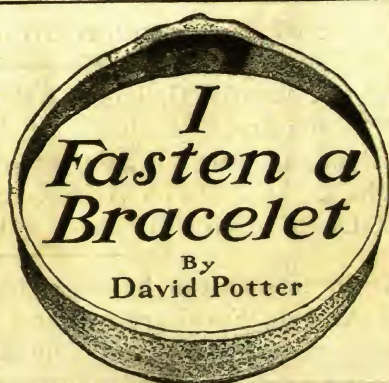
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